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SUBSCRIPTION WITH
DIARY) 20/- PER ANNUM
SINGLE COPIES 3d.

No. 2587.

SEPTEMBER 7, 1929.

Vol. CXI.

J. F. MACFARLAN & CO.

ALKALOIDS of every description
CHLOROFORM AND ETHER for ANÆSTHESIA
FINE PHARMACEUTICAL CHEMICALS

109 Abbeyhill, EDINBURGH

32 Bethnal Green Road, LONDON, E.1

Works: Abbeyhill and Northfield, Edinburgh

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of 48 x 10d. bottles will be given FREE
with orders for 2 gross 25's (or equivalent) of

HOWARDS' ASPIRIN Tablets

during September and October, 1929,
provided that a window show is made.

*Howards' is the most profitable and
reliable Aspirin Tablet on the P.A.T.A.*

PLEASE ORDER THROUGH YOUR WHOLESALE HOUSE NOW.

HOWARDS & SONS LTD. (Est. 1797) ILFORD, LONDON

W. J. BUSH & CO.

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ESSENTIAL OILS

MANUFACTURERS OF

FLAVOURING ESSENCES

FOR ALL PURPOSES

AND

FINE CHEMICALS

SPECIALITIES

ACETANILIDE, B.P. 1914
METHYL SALICYLATE
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VANILLIN "BUSH"

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*British
Manufacture*

"DULCIFLOR"
BRAND
(Registered Trade Mark)

COMPOUND
FLORAL OILS
for SOAPS
" " "

PERFUMERY OTTOS
" " "

SYNTHETIC
PERFUMES
" " "

TOILET WATER
CONCENTRATES
" " "

Samples on request.

Stevenson & Howell Ltd.
Standard Works,
Southwark St. London S.E.1.

Est'd 1882

Telephone.
HOP. 4833 3 Lines.

Telegrams.
"DISTILLER TELEW. LONDON."

MANUFACTURED ENTIRELY IN OUR OWN LABORATORIES

A A

Here's a new opportunity

you cannot must not miss !

On September 15th—only a week from now—will commence a colossal forceful Advertising campaign for the unique new Vanishing Cream—PALOMA.

PALOMA will make an instantaneous appeal to every girl and woman because it is and does what every woman wants—utilising nature's sunshine vitamins to produce a naturally lovely, radiant and healthy skin.

Hundreds of thousands of sample tubes of PALOMA will be distributed FREE and—if you are stocking Paloma or have your supply on order—your name will be sent with every sample that goes to applicants in your locality.

Here's profitable new business coming your way. You must not—cannot miss it because it will not—cannot miss you. If your traveller has not called, then send your order NOW, either direct to us or through your usual wholesaler.

FREE TO YOU

In order to encourage dealers to co-operate with our extensive advertising by having stocks ready to supply the certain demand, every order for a limited period will carry a generous FREE BONUS supply. Send your order and secure your bonus to-day—NOW.

PALOMA non-greasy Vanishing Cream and PALOMA Massage Cream are contained in dainty Aluminium Jars, glass lined .. 2/-
Glass Refills .. 1/6
Tubes for the handbag .. 6d.



PALOMA

VANISHING CREAM

Nationally Advertised by:—

C. KEITH THOMAS (PARK ROYAL), LTD.
TUDOR WORKS, ABBEY ROAD, PARK ROYAL, LONDON, N.W.10.



*Customers
Everyday*



Staniform Preparations have proved most efficacious in the treatment of abscesses, boils, carbuncles, septic wounds, varicose ulcers, and are in daily use in general and hospital practice.

Public interest is being well established in this curative treatment and it will be extensively advertised to the public for what it is—a proved, genuine remedy for all skin troubles. Stock and display Staniform and reap the benefit of new customers every day, while enhancing the prestige of your pharmacy.

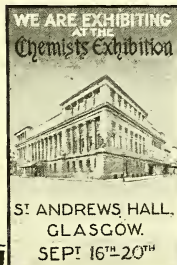


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Advertisements of Staniform Ointment are appearing regularly in the—

"Daily Mail,"
"Evening News,"
"Daily Mirror,"
"Daily Sketch,"
"News of the World,"
"Sunday Pictorial,"
"Sunday Graphic,"
"People,"
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Attractive display showcards, window discs and literature on application:—



STANIFORM L^{TD}.
CARNWATH ROAD,
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Staniform Preparations are obtainable through all leading wholesale houses at usual trade terms. On P.A.T.A. List.



BRISTOW'S FACE CREAM SOAP

What it is

Bristow's Face Cream Soap is a skilful combination of finest grade Toilet Soap with highly concentrated milk and olive oil of the finest quality and purity.

Cleansing, emollient, soothing and nourishing, it forms the perfect substitute for night cream. Perfumed with Eau de Cologne, it is wonderfully refreshing. It retails at 9d. per tablet (cartons of three 2/-) and carries profitable discounts.

Now, when countless complexions are suffering from the effects of summer sunshine, you can attract fresh business and win the thanks of your customers by prominently displaying and recommending this new Toilet Soap, which is as soothing as Cold Cream.

Pharmacists all over the country, realising the exceptional possibilities of this unique preparation, are stocking and booking Window Displays.

Write for free samples and particulars of Trade Terms.



T. F. BRISTOW & CO. LTD.
Colindale, Hendon N.W.9.

Phone: Colindale 6474

INDEX TO ADVERTISERS

Association of Manfg. Chemists, Ltd. Col. Supp.	Cox, Arthur E., & Co., Ltd. (Tablets, &c.)	Hackett, S. E. (Film Overstocks) Col. Supp.
Ayrton, Saunders & Co., Ltd. (Wholesale Druggists)	Cupal, Ltd. (Cherry Barks)	Haller & Phillips, Ltd. (Glycerine) x
Bandoeng Quinine Factories	Cussons, Sons & Co., Ltd. (Toilet Specialties)	Hampshire, F. W., & Co., Ltd. (Wasp Flyband)
Baroux & Bion (Optical Trial Cases)	Dearborn (1923), Ltd. (Toilet Preps.)	Harley, T. (Three Salts, &c.)
Beechams Pills, Ltd. (Beechams Pills, &c.)	Debaeq & Harrop (Toilet Preps.)	Harper, C. W. (Honey)
Bell, John, Hille & Lucas, Ltd. (Pharm. Preps.)	Dee Oil Co., Ltd. (Petroleum Jelly)	Henry, T. & W. (Calcined Magnesia)
Bengué & Co., Ltd. (Bengué's Balsam)	Dick, W. B., & Co., Ltd. (Liquid Paraffin)	Hindes, Ltd. (Hair Brushes)
Berdoo & Fish (Valuers, &c.) Col. Supp.	Dudley & Co., Ltd. (Display Stands, &c.)	Holl, Karl (Screw Caps, &c.)
Berg, E., Ltd. (Shopfittings) Col. Supp.	Edge, Wm., & Sons, Ltd. (Drummer Dyes)	Howards & Sons, Ltd. (Aspirin)
Bishop, Alfred, Ltd. (Varelettes)	Edwards, Wm., & Sons (Bottles)	Hubbuck, T., & Son, Ltd. (Oxide of Zinc)
Bob Martin, Ltd. (Dog Medicines, &c.)	Evans Sons Lescher & Webb, Ltd. (Biological Products)	Iglodine Co., Ltd. (Iglodine)
Brett & Co. (Valuers, &c.) Col. Supp.	Fairy Dyes, Ltd. (Home Dyes)	Imperial Chemical Industries, Ltd. (Chloride of Lime)
Bristow, T. F., & Co., Ltd. (Toilet Preps.)	Fink, F., & Co. (Gums)	Ingram & Royle, Ltd. (Mineral Waters)
British Automatic Vendors, Ltd.	Ford, Shapland & Co., Ltd. (Sanitary Paper)	Irving's Yeast Vite, Ltd.
British Drug Houses, Ltd. (Anesthetics, &c.)	Frankenberg, L. (Razor Blades)	Jackel et Cie (of Paris), Ltd. (Hair Cream, &c.)
British Industries Fair	Gardner, W., & Sons (Gloss), Ltd. (Machinery)	Johnson & Sons Mfg. Chemists, Ltd. (Lyeol, &c.)
Britton, Malcolm & Waymark, Ltd. (Druggist Sundries)	Genetosan, Ltd. (Genozo)	Jones, Wm. Alfred, Ltd. (Pastilles)
Bronnley, H., & Co., Ltd. (Toilet Soaps, &c.)	Gilmont Products, Ltd. (New Mix Tooth Paste)	Josephs, Philip, & Sons, Ltd. (Shop- fittings)
Bruce, Starke & Co. (Peppermint Oil)	Gold Seal Proprietaries, Ltd. (Golden Egg Shampoo)	Kerfoot, T., & Co., Ltd. (Catarrh Lozenges)
Burge, Warren & Ridgley, Ltd. (Surgical Rubber Goods)	Gollin & Co. Pty., Ltd. ("Aspro")	King, G., & Co., Ltd. (Foods)
Burkett, Sharp & Co., Ltd. (Drugs, &c.)	Goodall, Backhouse & Co. (Malt Extract)	King, J. C., Ltd. (Display Stands)
Burrough, J., Ltd. (Alcohol) Leader Page	Gower, John (Books)	Kotex, Ltd. (Sanitary Towels)
Burroughs Wellcome & Co. (Cascara Sagrada)	Graesser-Monsanto Chemical Works, Ltd. (Aspirin)	Lee, R. (Manicure Requisites)
Bush, W. J., & Co., Ltd. (Essential Oils, &c.)	Gray, E., & Son, Ltd. (Optical Goods)	Levermore, A., & Co., Ltd. (Precipi- tated Chalk)
Carr & Co., Ltd. (Bath Rusks)	Grout & Co., Ltd. (Crêpe Bandages)	Lofthouse & Saltmer, Ltd. (Tablets)
Christy, T., & Co. (So-it-is Denture Powder)		London Capsule Co. ("Adaptocaps")
		London Hospital Medical College
		Lorimer-Marshall, Ltd. (Toilet Powder)

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(2 lines),

Reliable House for all
Pharmaceutical Preparations
and for Personal Service

Concentrated
Waters.

Concentrated
Infusions.

Essential
Oils.

OPIUM
B.P. Tinct. Aqueous Tinct.

Liquid
Extracts.

Levigated
Ointments.

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phos. Co.

"Silver Churn" Dairy Specialities

MANCHESTER

INDEX—cont.

Macfarlan, J. F., & Co. (Alkaloids) Cover	Petrolagar Laboratories, Ltd. xv	Stewart, Goodall & Dunlop, Ltd. (Nucleone)	26
Marmite Food Extract Co., Ltd. xx	Pharmaceutical Lanoline Co. xxiv	Sunshine Remedies, Ltd. (Toilet Preps. &c.)	26
Marsden, C. C. (Valuer, &c.) Col. Supp.	Pifco, Ltd. (Electric Lamps, &c.) 33	Surgical Hosiery Co., Ltd. xxviii	
Martin, Bob, Ltd. (Dog Medicines, &c.)	Pohl, Hille & Co. (Ceresine Wax) xxiv		
Matthews, D., & Sons (Shopfittings) .. 32	Potter & Clarke, Ltd. (Wholesale Druggists)	Tatcho Tone Co. (Hair Preps.)	26
Maw, S., Son & Sons, Ltd. x	Prichard & Constance (Mfg.), Ltd. (Amami Manicure Set, &c.)	Thomas, C. Keith (Park Royal), Ltd. (Paloma Vanishing Cream)	2
Mawson, J. W., & Co., Ltd. (Capsules)	Prunol, Ltd. (Prune Jelly)	Tibo Products (International), Ltd. (Bex, &c.)	xiv
Meade-King, Robinson & Co., Ltd. (Petroleum Jelly, &c.)	Reed & Carnrick (Glandular Preps.) x	Towle, E. T., & Co., Ltd. (Pennyroyal Pills, &c.)	x
Meggeson & Co., Ltd. (Medicated Jajubes, &c.)	Rendell, W. J. (Quinine Pessaries) xxvii		
Midgley & Parkinson, Ltd. (Yeast Preps.)	Riley, J., & Sons, Ltd. (Hypo) vi	Vernon & Co., Ltd. (Surgical Dressings)	xxvii
Millar, A., & Co., Ltd. (Orange Wine)	Roberts' Patent Filling Machine Co. xxiii	Virolia Co., Ltd. (Soaps)	23
Miller & Coke, Ltd. (Kidnitz)	Robinson & Sons, Ltd. (Boxes, Cartons, &c.)	Von Heyden, Chemische Fabrik (Chemicals)	vii
Muir, W. S., & Co., Ltd. (Trans-parent Paper)	Roebuck's Advertising Service (Wanie Blades)		
Napp, H. R., Ltd. ("Merck" Chemicals)	Rooney, R. A., & Sons (Prophylactic Tooth Brushes)	Wagner, R. V. (Bottle Caps)	xxv
National Union of Drug & Chemical Workers	Roura & Forgas (Quicksilver)	Walden, Walden & Co. (Aerofume) .. 26	
Nestlé, C., & Co., Ltd. (Nesol) .. 26	Rowland, A., & Sons, Ltd. (Macassar Oil)	Ward, T., & Sons, Ltd. (Blades) .. 28	
Newbery, F., & Sons, Ltd. (Druggists' Sundries)	Rudduck & Co. (Shopfittings) Col. Supp.	Warrington Chemical & Drug Co., Ltd. ii	
Northern Polytechnic Institute xiv		Washington Chemical Co., Ltd. (Pat-tinson's Magnesia)	iv
Norwegian Cod Liver Oil	Sangers (Toilet Preps.)	Webster, T., & Co., Ltd. (Milk Bottle Cover Remover)	xx
Norwood Technical Institute	Schimmel & Co. (Perfumery Products) 18	Westminster College of Pharmacy .. 33	
	Scruton, O., & Co. (Nurse Harvey's Mixture)	Whiffen & Sons, Ltd. (Fine Chemicals) v	
Oldfield, Pattinson & Co. (Pharm. Preps.)	Scurr, C. A. (Optical Tuition)	Whitaker & Co. (Hat Dyes, House-hold Dyes)	xxx
Oppenheimer, Son & Co., Ltd. (Robo-leine)	Shadeine Co. (Hair Dyes)	White, Tomkins & Courage, Ltd. (Oil of Lemon, &c.)	18
Orridge & Co. (Valuers, &c.) .. Col. Supp.	Sherley, A. F., & Co., Ltd. (Dog and Cat Medicines)	Wilcox, Jozeau & Co. (Foreign Proprietaries)	Leader Page
	Singleton & Cole, Ltd. (Tobacco Wholesalers)	Wright, John, & Co. (Radiators) .. 32	
Parfums Marcel Guerlain, Ltd. (Toilet Preps.)	Sitora Refining Co., Ltd. (Liquid Paraffin, &c.)	Wyleys, Ltd. (Pharmaceuticals) .. Cover	
Parke, Davis & Co. (Neko Soap) 14	Smith, T. H. (Poppy Heads)		
Pepsodent Co. (Tooth Paste)	Smith, T. & H., Ltd. (Chemicals) .. ii	Yadil Products (1925), Ltd. xii	
Perry & Hope, Ltd. (Phosphate of Soda)	Southern Bros. & Barclay, Ltd. (Celtex)		
	Staniform, Ltd. (Ointment)	Zeal, G. H., Ltd. (Climicals)	xxix
	Stern, H. C. (Geisha Toilet Paper) xvi	Zeals Asthma Fluid & Atomizer Co., Ltd.	xxvi
	Sterns, Ltd. (Oils, Petroleum, &c.) xxiii	Zimbo Products (1929), Ltd. (Lecco Stimulator)	12
	Stevenson & Howell, Ltd. (Essential Oils, &c.)		

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Bishop's Mineral Water

VARALETTES

THE FOLLOWING SPRINGS ARE REPRESENTED

Aix-les-Bains - Carlsbad - Contrexéville
 Fachingen - Friedrichshall - Homburg - Kissingen
 Kreuznach - Marienbad - Potass - Seltzer
 Saint Galmier - Vichy - Wiesbaden

RETAIL Bottles of 50, 1/9 Bottles of 150, 3/9 Bottles of 500, 10/6
 WHOLESALE " " 16/- " " 33/- " " 95/-

48 SPELMAN ST., LONDON, E.1



CUPAL NEWS

SEPTEMBER 7, 1929

BUY NOW!



This display is made from the Show material that is sent out with

CHERRY BARKS

There is no line that will show a more profitable return from sales as a result of a window display than CHERRY BARKS. A DISPLAY at the commencement of the season is one of the best periods—the change of the season affects the chest, and CHERRY BARKS are the "Best for the Chest."

THEY DO GOOD—TASTE GOOD—SHOW A GOOD PROFIT. ORDER NOW.

SPECIAL PARCEL: 60 lbs. at 1/8 lb. less 10% with 6 lbs. FREE BONUS.

OUR STANDS AT GLASGOW EXHIBITION 74-75.

CUPAL LTD. Blackburn

'Grams: Cupal, Blackburn.

Manufacturing Chemists,

'Phone: Blackburn 6073.

£1 of ROBOLEINE

FOR a fortnight's window display and a £5 order (made up in any sizes), we will send you an additional supply of Roboleine to the value of 20/- absolutely free. Samples and literature for your counter and display material for your window will also be included without charge.

Take advantage of this special offer now, in time for the steadily increasing Summer trade. The great advertising campaign has pushed Roboleine off the phar-

FREE

macy shelves faster than ever before in Winter and Spring. It will continue throughout the Summer, putting more and more Roboleine profits in your till.

Write now, send us a card, and get a free stock of the product that Doctors have recommended and the public have used increasingly for the past 22 years.

Roboleine

CONCENTRATED NOURISHMENT
IN EVERY SPOONFUL

OPPENHEIMER, SON & CO., LTD.

179, Queen Victoria Street, London, E.C.4

THE HOUSE FOR

DRUGGISTS' SUNDRIES

HOT WATER BOTTLES
B.P.C. DRESSINGS
AIR CUSHIONS
WATER BEDS
SURGICAL SUNDRIES

TRADE



MARK

TOOTH AND NAIL
BRUSHES
RUBBER URINALS
& CATHETERS
ELASTIC HOSIERY
& TRUSSES

BRITTON, MALCOLM & WAYMARK, LTD.
38 SOUTHWARK BRIDGE ROAD,
LONDON, S.E.1

Telephone:
Waterloo
1442 (2 lines)

Near Southwark Bridge, South Side of River.

Telegrams:
"Chibritie,
Boroh, London."

NEW MIX IS DIFFERENT

**NEW
MIX**

NEW MIX is the only Tooth Paste that :—

- (1) **Contains Fruit Juices.**
- (2) **Consists of *Two* different pastes contained and kept separate in *Two Tubes* presented as *One* by the insertion of one into the other.**

The Inner Tube contains a Fruit Acid paste which cleanses the teeth and gums, and the Outer Tube an Alkaline paste containing superfine polishing substances.

Fruit Juice is recognised as the natural cleansing agent, and that is why the contents of the Inner Tube cleanse the teeth and mouth, *safely* and efficiently.

The Fruit Acid content is neutralised by the Alkaline paste contained in the Outer Tube, with the result that after using New Mix the oral cavity is thoroughly cleansed and left mildly alkaline, which is the sole objective of a dentifrice.

We should be pleased to supply, upon request, a specially made skeleton tube for demonstrating to potential customers how the two pastes are kept separate until mixed on the brush.



GILMONT PRODUCTS, Ltd.

Willing Building,
356-364 Gray's Inn Road, London, W.C.1

Southalls Towels
have been a habit
with British women
for three generations

The 'ORIGINAL'

The most popular

The 'CELTEX'

For easy disposal

The 'K'

All wool knitted cover

From 6^d. to 3/6 packet

SOUTHALLS

REGD.

*They yield a good profit. They sell in all
seasons. They are English Throughout.*

Maw's Page



Summing Up

It all amounts to this : the discerning pharmacist knows that when he receives his stock of "Parex" Hot Water Bottles he has only to hang them up in his pharmacy and they sell themselves. Each bottle in its separate envelope is its own showcard. And when he wants a window display he has the "Parex" screen to emphasise and harmonise with the packing of the bottles. An effective display without worry, without trouble, and without expense.

He knows, also, that the "Parex" bottle is full of strong selling points—printed guarantee—captive and washerless stopper—reinforced seams—heavy rubber.

He knows, further, that every sale yields a worth-while profit ; that when he sells a "Parex" bottle he is helping to maintain prices and profits and not encouraging indiscriminate price-cutting.

Lastly, he knows that "Parex" bottles are sold to pharmacists only—not to all and sundry outside competitors.

*Details and prices of the full range of
"Parex" grey and "Parex" super-red
bottles will be found on pages 153-155 of
our Sundries Price-list.*

S. Maw, Son & Sons, Ltd.,
Aldersgate St., London,
and Barnet.



Introducing

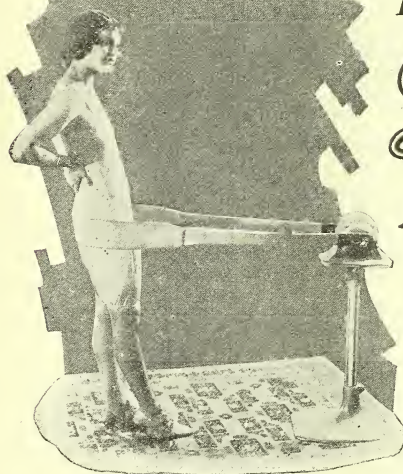
A NEW & BETTER HEALTH MOTOR

British Made to sell at a
sensationally lower price

The ALL-BRITISH

Lecco

STIMULATOR



HERE is a British reply to the foreign challenge. After prolonged test and re-test the all-British "Lecco" is now being introduced, by means of forceful and extensive advertising, to the health-loving people of this country . . . A BETTER JOB at a price which brings it within reach of a much greater number of your customers, and gives YOU the added satisfaction of selling a dependable British machine which is

GUARANTEED FOR A YEAR.

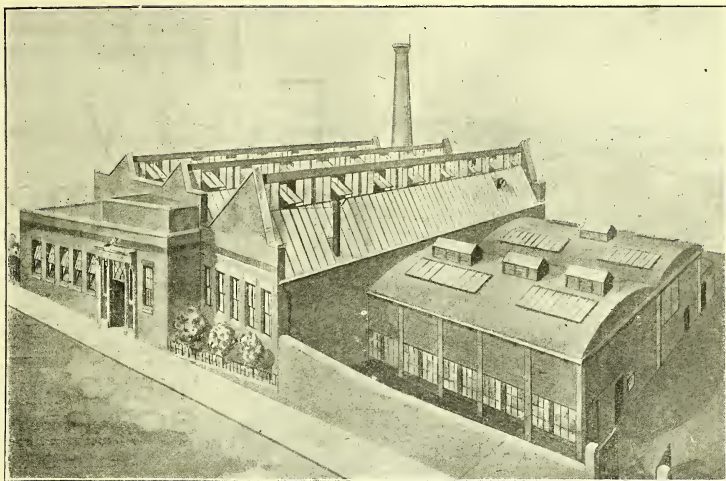
PROFIT FROM THE "HEALTH" VOGUE

ONLY the fringe of the profitable Exerciser market has yet been touched. EVERY HOME, EVERY CLUB, EVERY GYMNASIUM, EVERY HEALTH CENTRE needs one. The "Lecco" is going to be the best-seller in this line. GET YOUR SHARE by displaying a "Lecco" in its handsome finish of cream enamel and nickel-plate. LIBERAL TERMS and every help from us.

Ask NOW for full particulars
and specimens of literature.

ZIMBO PRODUCTS (1929) LTD.
130 REGENT STREET - - LONDON, W.1





EVANS' BIOLOGICAL INSTITUTE

The new Laboratories at Evans' Biological Institute are now operating, and are a visible indication of the progress this Company is making in the production of Biological products. As now completed the Laboratories offer both in design and equipment every facility for the highly technical work which is being carried on there. Broadly speaking, the activities embrace the manufacturing of Sera, Vaccines, Vaccine Lymph, Organo-Therapeutic Products and the distribution of numerous therapeutic agents for hypodermic medication. In addition to the manufacture and

standardisation of these products, a special department of the Institute's activities is the Pathological Laboratory associated with bacteriological investigations and chemical analyses. At the Institute, also, drugs and preparations manufactured at the Company's Pharmaceutical Laboratories, such as Digitalis, Squills, Ergot and Strophanthus, are physiologically tested.

A cordial invitation is extended to those who are interested to visit us and examine the work we are doing in greater detail. Correspondence in this connection should be addressed to
EVANS' BIOLOGICAL INSTITUTE,
RUNCORN, CHESHIRE.

EVANS SONS LESCHER & WEBB, LTD.
LIVERPOOL DUBLIN LONDON



Try Every Customer

EVERYONE
HAS A
USE FOR
'NEKO'
SOAP

THERE are so many ways in which 'NEKO' can be of service that every customer to your pharmacy can find it of value. Bring this soap especially to the attention of those who buy ointments, sick-room requisites, hair lotions, foot powders, etc. In this way 'Neko' sales become *additional* sales—not merely sales replacing other lines.

There is good profit in 'Neko'—particularly if you buy on our special terms. Have you seen these? If not, drop a post-card to us to-night.

'NEKO'

may be sold as

A Dandruff Preventive

A Perspiration

Deodorant

An Antiseptic Skin

Soap

A Parasiticide

A Sick-room

Disinfectant

A Foot Soap

'NEKO'

(Germicidal Soap P.D.&C^o)

'NEKO' contains mercuric iodide and may be sold by qualified chemists only. As a bactericide it is thirty times as powerful as phenol.

M.R.P. 1s. 3d. per tablet.

M.W.P. 10s. 2d. per dozen net

PARKE. DAVIS & CO., 50 BEAK ST., LONDON. W.1

*A cwt. end
in a
Week*

AYRTON'S COUGH CANDY

*Price now reduced
to enable you to sell at*

4 $\frac{1}{2}$ d per
QUARTER POUND

Scores of Chemists have sold over 1 cwt. of AYRTON'S Cough Candy over a week-end

**DO YOU KNOW OF ANY OTHER QUICK SALE
ARTICLE WHICH TURNS IN 100% profit on cost?**

Costs you 9d. lb. Sells at 1/6 lb. = 100%, to say nothing
of free Showjar, free Candy Bags, and Window Display

NEW TRADE PRICES—

Per lb.		Free Bags	
28 lbs.	per lb. 11d.	10d.	100
56 lbs.	" 9 $\frac{1}{2}$ d.	9d.	200
112 lbs.	" 9d.	9d.	400

Sample 4-lb. box sent post free for 3/6

WINDOW DISPLAY WITH ALL ORDERS

AYRTON SAUNDERS & Co LTD
34 Hanover Street LIVERPOOL

*Others
have
copied the
idea ~ but
they cannot
make the Candy*

POUDRE NILDÉ

The Perfect Face Powder in the Practical Box

Rachel, Naturelle, Rose
Basanée, Indienne, Blanche,
Ocre Rosé

New Flat Gold Sifter Box

*Perfumed with L'Ile
Heureuse*

1/-

Trade
Prices

Per doz.
8/-

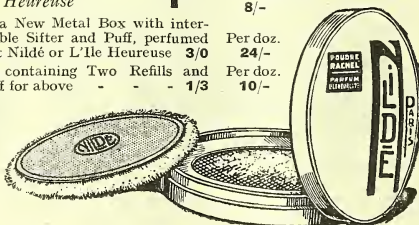
Also in a New Metal Box with inter-
changeable Sifter and Puff, perfumed
Bouquet Nildé or L'Ile Heureuse **3/0**
Cartons containing Two Refills and
One Puff for above - - - **1/3**

Per doz.

24/-

Per doz.

10/-



THE ORIGINAL Red and Gold Striped Sifter Box

*Perfumed with Bouquet
Nildé*

1/-

Trade
Prices

Per doz.
8/-

Also supplied in larger sizes **2/-** & **3/6**

Per doz.
16/-, 28/-



Full stocks of all Nildé products in all sizes and models
are held in London by the Sole Distributing Agents

Sangers
LIMITED

258 EUSTON ROAD, LONDON, N.W.1

A DISTINCTIVE SETTING *for distinguished products*



BLUE, GOLD & IVORY

THE "Ivory" Tin Series presents hand-made Lozenges of the highest quality admirably packed for display purposes. The colour scheme of "Ivory" tins contrasted with the rich blue and gold outer is both striking and artistic. Prepared from approved formulæ under ideal conditions, the Lozenges themselves can be recommended with complete confidence. Now is the time to show them to your customers.

THE "IVORY" TIN SERIES OF LOZENGES

BRONCHIAL ::
CATARRH ::
PEPPERMINT ::
IODISED THROAT

9d. tins

P.A.T.A.

5/6 per dozen

6 dozen 5/3 dozen

To EXPORT BUYERS—All orders and enquiries should be addressed to our Sole Export Agents
Wm. ALFRED JONES Ltd., West India House, Liverpool

THOMAS KERFOOT & CO. LTD.
BARDSLEY VALE, LANCASHIRE,
& Bardsley House, London, N1
ESTABLISHED 1797.

D/252

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OIL of LEMON

SOLUBLE OIL of LEMON

TERPENELESS OIL of LEMON

SESQUITERPENELESS OIL of LEMON



The pen may be mightier than the sword, but it is a poor weapon with which to prove the quality of these products. A much weightier argument is a trial order and an actual test.

White, Tomkins & Courage Ltd.

Telephone : Reigate 480

Telegrams : Esswhite, Reigate

REIGATE, Surrey.

Schimmel & Co.

H.G.

PINE OIL

**PUMILIONIS
SIBERIAN**

CINNAMON BARK OIL

Genuine

JUNIPER BERRY OIL

PEPPERMINT OIL

All grades

Sole Distributors for United Kingdom :

Messrs. FREDK. BOEHM, LTD., 17 Jewry Street, LONDON, E.C.3.

Scottish Office : 140 West George Street, GLASGOW.



GUARANTEED PURE ENGLISH PEPPERMINT OIL

Grown & Distilled from Mitcham Plants

By

Chivers & Sons Ltd.,
Histon, Cambridge, England.

SAMPLE AND QUOTATION ON REQUEST FROM THE SOLE SELLING AGENTS

BRUCE STARKE & CO., 16 WATER LANE, GREAT TOWER ST., LONDON, E.C.3

MERCOLIZED WAX

— : for the Complexion : —
and

STALLAX

— : a Shampoo : —

TWO substantial and well-advertised lines which show a handsome profit to the Retailer, and, moreover, may be stocked fearlessly owing to the Manufacturers' most liberal Sale or Return Guarantee.

Both are obtainable in two sizes, and their reputation and sterling value assure a steady turnover.

Order through your Wholesaler, or direct from :

DEARBORN (1923) LIMITED
37 GRAY'S INN ROAD, LONDON, W.C.1.

Telephone - - - HOLBORN 9669

More profit on-

In 1921 Pepsodent tooth paste was introduced into this country. It was based on newly discovered scientific principles. It was backed by a fearless body of men who had extraordinary faith in their product—they knew that it would clean teeth scientifically, efficiently, harmlessly and pleasantly.

Large sums of money were spent in advertising Pepsodent and many thousands of samples were distributed. The public tested before they bought. Repeat business was assured. Every year as the business grew, more money was spent in telling the story of this modern dentifrice.

To-day, Pepsodent enjoys a measure of popularity that exceeds even the most optimistic thoughts entertained in 1921. Not only that, but its popularity is increasing and every month more Pepsodent is sold. New premises have just been taken to accelerate the flow of orders.

We realize that this decided success could not have been achieved by our efforts alone. It is true that by careful planning we have kept up a continuous advertising pressure; it is true that a definite demand was created, and is still being extended, by the distribution of free samples; true that our product is of the highest quality and does in an efficient way what we claim for it. It is true that the dental profession gives it unqualified endorsement.

Yet—the co-operation of the retailer has contributed in no small way to our success. It has been the final—and not the least important—link in this chain of effort to sell Pepsodent on its present basis. We have always found that co-operation forthcoming in its fullest measure; it has been given generously and with courtesy.

So—now that our business has reached its present huge proportions, we are enabled to show in some tangible way our appreciation of this past help and co-operation of the retailer—of YOU who sell the goods. We want you to share in the benefits resulting from the handling of such a successful line. So we have revised our terms to enable you to make more money out of Pepsodent. The terms are shown opposite. We want you to take every advantage of them. They are not temporary terms—they are permanent, and take effect with receipt of this notice.

Pepsodent advertising will go on. No effort on our part will be spared to further accelerate the present rate of progress. With the knowledge that the product is right—certain that the advertising is good—confident of your continued co-operation—we request that, in taking full advantage of this new profit sharing plan, **you display Pepsodent regularly and prominently in your windows, and thus increase your effort to sell yet more and more of this leading scientific dentifrice**

THE PEPSODENT CO., INDIA HOUSE

Pepsodent

TERMS

The Old

Retail Price.....2/- & 1/3
per tube

List Price.....18/- & 11/3
per dozen

Discounts

On orders £3.....2½%
of and
over £5.....5%
£10.....10%

The New

Window Display Terms

Retail Price.....2/- & 1/3
per tube

List Price.....18/- & 11/3
per dozen

Discounts

On £2 10 0 .. 5% & 2½%★
orders
of £5 0 0 .. 10% & 2½%★
and
over £7 10 0 .. 15% & 2½%★

★ The extra 2½% is allowed for cash 10 days

P.A.T.A.

SALE GUARANTEED

Carriage Paid

**Buy regularly on
the best terms and
make a clear profit of**

Pepsodent
TRADE MARK

The Scientific Dentifrice

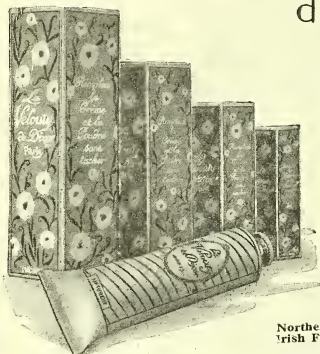
38
%

8 INDIA STREET, LONDON, E.C.3

the original combined Cream and Powder

la **VELOUTY**

de **DIXOR** Paris



The advertised line that you are asked for.

NOW ON P.A.T.A.

Samples free upon receipt of trade card or billhead.

PRICES :—	Full size pot -	21/- doz.	RETAIL	2/9
	Super tube -	22/- "		3/-
	Large tube -	14/- "		2/-
	Medium tube -	7/- "		1/-
	Handbag tube -	3/- "		6d.

Made in four shades :

WHITE, IVORY, NATURAL and OCHRE.

Obtainable from your regular Wholesaler or direct from the Sole British Agents

DEBACQ & HARROP,

68 Newman Street, Oxford Street, London, W.1.

Sole Distributors for

Northern Ireland: **ROBERT MAYRS & CO.**, 43 Chichester Street, BELFAST
Irish Free State: **MAY ROBERTS & CO. LTD.**, Grand Canal Quay, DUBLIN

**MASQUE
ROUGE**

PARFUMS

Show

MORE

Profit

Parfums Marcel Guerlain, Ltd.

REGENT ARCADE HOUSE,

252-260 Regent St., LONDON, W.1

For 136 years

Rowland's Macassar Oil has been a favourite dressing for the hair. It keeps the hair healthy, and prevents the encroachment of greyness and baldness.

Of all Wholesalers.



RETAIL
3/6, 7/- & 10/6
P.A.T.A.

**Rowland's
Macassar Oil**

Red for
dark hair
Golden
for fair or
grey hair

A. ROWLAND & SONS, Ltd., 112 Guilford St., London, W.C.1



**A
KEEN
BLADE
AT A
KEEN
PRICE**

The Blade that SELLS as it SHAVES—
"LIKE GREASED LIGHTNING!"

Obtainable from all Leading Wholesalers.

Dept. C.D. "Wanie" Distributors :
c/o ROEBUCK'S ADVERTISING SERVICE
Salisbury Square House, Salisbury Sq., Fleet St., London, E.C.4



VINOLIA
PREMIER SOAP

For perfect purity
and
finest quality

Over forty years
have
proved Vinolia

"the most refreshing soap in the world"

This exceptional window-screen

printed in twelve colours, will link up
your windows with the Nation-wide Vinolia
Advertising. Look out for our whole-page
Press advertisements.

Vinolia Premier Soap is increasingly
popular. Its sales are regular and it yields
a big profit—so buy on best terms.

for 2 gross VINOLIA PREMIER SOAP
and get this striking window display screen

VINOLIA Co., Ltd.,
BEBINGTON, CHESHIRE.



3 Guaranteed Soaps

Among many toilet soaps made and sold by the House of Cussons, these three are the most popular with the general public.

**YE OLDE ENGLISH LAVENDER.
KERSAL. VELVY-CREME.**

Like all Cussons' Toilet Soaps they are sold under the following strict guarantee :

"We guarantee all our Toilet Soaps to be absolutely pure, made from the finest ingredients and free from any adulterants."

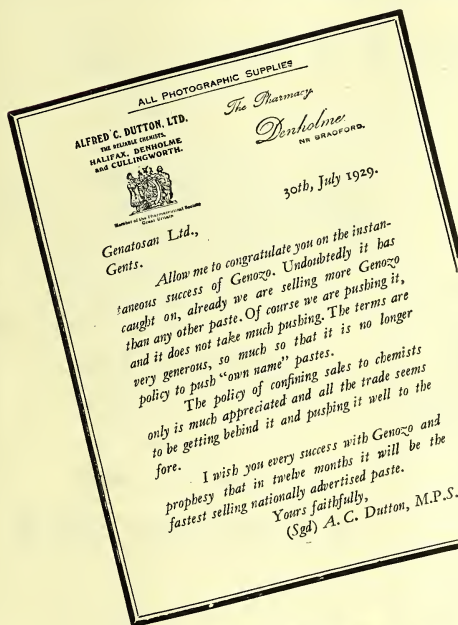
*Write now for prices
and full particulars
to the manufacturers*

Cussons

KERSAL VALE, MANCHESTER

"Genozo..."

will lead toothpaste market in twelve months"



SAYS YORKSHIRE CHEMIST

We naturally hope Mr. Dutton is correct. Of one thing we are already certain, GENOZO has stood the acid test of public trial. It lives up to every claim. Dentists themselves are using it, and the weight of professional opinion is entirely in its favour. The price is right. Your profit makes it worth while, and sales are *actually* confined to the chemist's trade. Steady, well planned and enthusiastic advertising will keep it in the public eye. Let your window and counter turn this tide of popular favour into sales. There's a sound, quick profit for you on every tube.

GENOZO

BRAND

**THE NATIONALLY ADVERTISED TOOTHPASTE
THAT GIVES YOU 33 $\frac{1}{3}$ % ON TURNOVER**

Sales are *actually* confined to the Chemist's Trade

MADE BY GENATOSAN LTD., LOUGHBOROUGH, LEICESTERSHIRE

Sunshine Remedies

INCLUDING THE NOW FAMOUS

ANTI-ACID TABLETS, "TOXINICON" for Rheumatic diseases
GOLDEN-RAY SHAVING SOAP The only Soap with antiseptic Vaseline centre
SOLEIL D'OR PERFUME & TOILET PREPARATIONS

London Chemists are invited to send their "Sun Ray" patients to our private rooms. Trained Staff in attendance
ASK FOR DETAILS.

Write for Descriptive Catalogue,
Sunshine Remedies, Ltd.
 8 West Halkin Street, S.W.1
 Telephone: Sloan 4185.

Nuctone

Order through your usual
 wholesaler, or from

J. C. GAMBLE & CO. LTD.
 211 BLACKFRIARS ROAD,
 LONDON, E.C.1

FOR GREY HAIR —

NUCTONE ECLAIRE, ECLAIRE CONCENTRE
 NUCTONE AND NUCTONE CONCENTRE

Manufactured by
**STEWART, GOODALL
 & DUNLOP, LIMITED,**
 4 DERING STREET,
 LONDON, W.1

IT PAYS TO PUSH "GOLDEN EGG" SHAMPOOS

Reg. Trade Mark. Write for Terms and Show Material
GOLD SEAL PROPRIETARIES LTD., CROYDON



GREY HAIRS

← appear just here.
 TOUCH THEM. UP WITH

TATCHO-TONE

and they will instantly recover their natural shade. Medical Guaranty with each bottle. Chemists' Prices 2/6 and 4/6

TATCHO-TONE CO., 5 Great Queen Street, London, W.C.2

Trist Price
8^d
 Post 1 rec

NESTOL

—a new line for you with an unique appeal.

"Nestol" curls babies' hair beautifully and permanently. Hundreds of testimonials definitely prove this.

"Nestol" is not competitive to any line you stock at present. When you offer "Nestol" you are offering something unique that women want.

Display "Nestol" in your Ladies' Saloons and reap the generous profits.

Trade Terms show clear profit of 1/2 on every 3/6 tube.

Attractive "Nestol" Showcard in full colour sent with order.



C. NESTLÉ & CO., LTD.,
 48 SOUTH MOLTON ST.,
 LONDON, W.1.

PROFIT

FOR YOU IN THE
 WELL KNOWN

AIR

DISINFECTANT

AEROFUME

Regd.

Sold in Bottles 2/3,
 3/6, 6/3 each.

Complete outfit (as illus.).
 Spray and Bottle of

Aerofume 5/6.

Subject to 33% discount.

Showcards & Leaflets supplied.

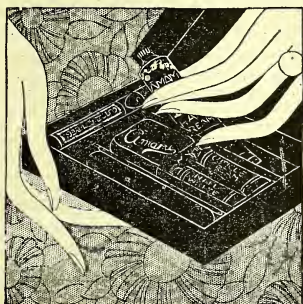
Obtainable through your own wholesaler.

**WALDEN,
 WALDEN
 & CO.**

15 Grape St.,
 New Oxford St.,
 LONDON, W.C.



Two popular lines that
are making new Sales records



AMAMI

Almond Oil
MANICURE SET

Order the new Amami Almond Oil Manicure Set, price 14/- per dozen, and the well-known Amami Nail Polishing Stone, price 4/- per dozen, when ordering your Amami Shampoos. 10% Window Display Allowance on a 27/- assorted parcel. Send for the latest Price List and attractive show material.



AMAMI

Everybody's Shampoo

Friday Amami displays link up admirably with the extensive and forceful Amami advertising. Help to make Friday night Amami night in your district, and Friday will be your big Amami sales day. Order Amami 3d. and 6d. Shampoos through your usual wholesaler, or direct from Prichard & Constance. If you require any Show material, apply direct to us and we will be pleased to supply it.

AMAMI

®—15a

PRICHARD & CONSTANCE (MANUFACTURING) LTD., 11, BROAD ST., LONDON, W.C.2

**£72/10/-
CASH
PRIZES**

and
**1/2 Box of
BLADES**

(Value 15/-) FREE to
every retailer sending
in a photograph.

Enter Now for the Great
WARDONIA
"NEW EDGE"
Window Dressing Competition

RETAILERS

1st Prize - £25/-/-
2nd Prize - £15/-/-
3rd Prize - £10/-/-

ASSISTANTS

1st Prize - £10/-/-
2nd Prize - £7/10/-
3rd Prize - £5/-/-

All photographs to be in by September 30th.

Generous supply of good show material sent FREE with every order. Send your order at once. Box of 120 Blades costs 20/-—50% Profit (on cost) for you! Here's your chance to make the cash till ring and get a handsome cash prize in addition. Enter the competition to-day.

Wardonia "NEW EDGE" Blades

Sole **THOMAS WARD & SONS, LTD.,**
Makers: Wardonia Works, Sheffield, England.

Robert Lee

14 CALVERLEY GROVE,
UPPER HOLLOWAY,
LONDON, N.19

Specialist in
the manufacture of

**Orange Sticks
& Emery Boards**
BOXED, CARDED OR IN BULK
AT COMPETITIVE PRICES

WHOLESALE HOUSES ONLY SUPPLIED

BUY BRITISH.

PLEASE NOTE NEW PHONE No.: ARCHWAY 2144.



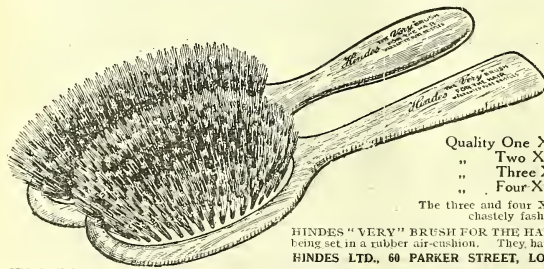
NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

For Direct Terms apply to—

OSCAR SCRUTON & CO., YORK



**HINDES
"VERY"
HAIR BRUSH**

Quality One X	Sold at 7/6d. each.	TRADE PRICE 33 1/3%
" Two XX	" 10/6d.	
" Three XXX	" 15/-	
" Four XXXX	" 18/6d.	

The three and four XXXX grade is made in Ebony or Rosewood, chastely fashioned in both oval and circular bodies.

HINDES "VERY" BRUSH FOR THE HAIR is guaranteed pure bristles, the multiple tufts being set in a rubber air-cushion. They have been known to the trade for nearly 40 years.

HINDES LTD., 60 PARKER STREET, LONDON, W.C.2. :: Works: BIRMINGHAM



A DISPLAY SUGGESTION

Attractive Screen and Window Slips Free
For Sample Package and Quotation write

LORIMER-MARSHALL LTD. 12 Tower Hill, LONDON, E.C.3.

Works Telephone: NEW X 2119.

Telegrams: "LORIMARSCO, BILGATE, LONDON."

JACKEL'S HAIR CREAM

The Original Hair Cream

Tested and tried through forty years, Jackel's is firmly established in public confidence—demand is steady and increasing—sales are rapid.

See that Jackel's is in your stock.

11/6 per dozen, selling at 1/6 per bottle.

18/- " " " " 2/6 " " "

Dr. Blanchard's Solidified Brillantine

20/- doz., selling at 2/6 per jar.

JACKEL ET CIE (of Paris), Ltd.,
High Class Perfume Manufacturers.

73, Robertson Street, GLASGOW.



AMO SHEFFIELD STEEL BLADES



Write at once
for
Free Testing
Sample, Price
and
Illustrated
Catalogue.

Distributors—

L. FRANKENBERG, 125 Houndsditch, London, E.C.3

*Phone—Avenue 8846.

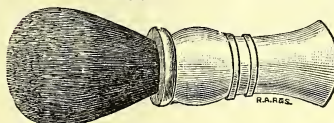
*Grams—Uzearnos, Ald, London

ROONEY'S TOILET BRUSHES

are sold all over the world

They are essentially quality products.

Always good value.



Are you
stocking
them?

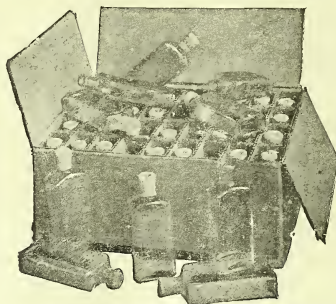


R. A. ROONEY & SONS (Established over 100 yrs.), Higham Hill Rd., Walthamstow, London, E.17, England.

CHEMISTS' DISPENSING BOTTLES

WASHED and PAPERED, PACKED as shown, and MACHINE MADE

	In original cartons ex stock Per gross	Cartons Contain
1 oz. ..	13/- ..	6 doz.
2 oz. ..	14/6 ..	6 doz.
3 oz. ..	16/6 ..	4 doz.
4 oz. ..	17/6 ..	4 doz.
6 oz. ..	19/- ..	3 doz.
8 oz. ..	20/- ..	3 doz.
10 oz. ..	25/- ..	2 doz.
12 oz. ..	26/- ..	2 doz.
16 oz. ..	33/- ..	1 doz.
20 oz. ..	41/- ..	1 doz.



These Bottles can be had in crate lots of 5 gross assorted sizes, direct from works. Carriage paid at same prices.

PLAIN OR ACCURATELY GRADUATED

The Boxes used by us for these Medicals are made throughout of double Corrugated Cardboard — Each bottle having a separate division.

WILLIAM EDWARDS & SONS

Wholesale and Export Chemists' Sundriesmen

14-18 NILE STREET, CITY ROAD - LONDON, N.1



ROBINSON'S of CHESTERFIELD for CARDBOARD BOXES

ROUND · OVAL · SQUARE · FOLDING

ROBINSON & SONS LTD
CHESTERFIELD & LONDON



BEADED BOXES

The boxes illustrated above are finding increasing favour amongst chemists. They are dust-proof and air-tight and of a very attractive appearance. Fitted with a flanged metal lid which is easily lifted out they form a very useful container.

Blank panel on reverse side for printing in Customer's name and address.

ROBINSON & SONS, Ltd.

Manufacturers of ROUND, OVAL, SQUARE AND FOLDING
CARDBOARD BOXES

CHESTERFIELD

Announcing Reduced Prices— for SHERLEY'S TONIC & CONDITION POWDERS The Best tonic for all Dogs & Cats



THE enormous demand for Sherley's Tonic & Condition Powders has enabled us to reduce manufacturing costs. The saving thus effected is being passed on to the Trade in return for their co-operation in obtaining these increased sales.

6d. size	3/9 per dozen for quantities of 2 dozen and over. Less than 2 dozen, 4/- per dozen.
1/3 size	9/4½ per dozen for quantities of 1 dozen and over. Less than 1 dozen, 10/- per dozen.
2/6 size	18/9 per dozen for quantities of 1 dozen and over. Less than 1 dozen, 20/- per dozen.

The lower prices will also apply to any quantities when included in £2 parcels.

Quantities of two dozen 6d. packets, or one dozen 1/3 packets supplied on attractive cards, if desired.

The rate of profit to Chemists who take advantage of special quantity terms is thus 37½% (60% on cost), while on £2 parcels, in which Tonic and Condition Powders are included additional discounts of 2½% and 5% are allowed. Get your new stocks NOW!

A. F. SHERLEY & CO. LTD., 18, Marshalsea Road, London, S.E.1.

C.F.H. 51

Let flies make money

Now that the pest of flies is here how welcome to every housewife is the means of quickly destroying them! What a great opportunity is yours of making substantial profits! Simply stock Wasp Flyband—the most effective Fly Catcher made. Stock left over will be fresh and saleable next year.

Place your order NOW for

The
**WASP
FLYBAND**

Manufactured by.
F. W. HAMPSHIRE & CO.
(1927) LTD.
SUNNYDALE WORKS, DERBY

CHEMISTS' EXHIBITION

**ST. ANDREW'S HALLS
GLASGOW**

September 16th-20th

Make sure you visit

**STANDS
NOS. 63 & 64**

and see the Thomas Harley Products—the well-known RODINE Rat Poison and the new display and bonus of the ORIGINAL HARLEY'S THREE SALTS. Stands are near the reception room. Mr. Harley hopes to meet his many Chemist friends at this time.

Rodine—the Piper o' Perth—is the popular Rat Remover manufactured in Perth by a Chemist for sale by Chemists.

Three Salts—The reliever of Rheumatism and perfect blood purifier.

Extension of Optical Department.

E. GRAY & SON, LTD.

18 & 20 CLERKENWELL ROAD,

LONDON, E.C.1

(Opposite Messrs. May, Roberts & Co. Ltd.)

ESTABLISHED 1822.

Owing to large increase of business in our

**OPTICAL
DEPARTMENT**we have extended this Department, and
can offer our clients a**24-HOURS'
PRESCRIPTION SERVICE**

(in charge of a Qualified Optician)

and

ALL OPTICAL REQUISITES,
at lowest prices consistent with**QUALITY AND SERVICE.****1929 PRICE LIST free upon application.**

(Telephone: CLERKENWELL 5941).

**"LOOPS OF HEAT"
for your
Customers' Comfort**

Every shop in every class of business has a definite need for Wright's "Regulo"-controlled Gas Radiators in the cold-weather months. Customers appreciate the comfort they give.

Wright's Gas Radiators are especially suitable for shops because they are economical and require no attention. The "Regulo" automatically cuts down the gas when the radiator reaches a certain temperature, thus saving gas wastage and preventing the atmosphere becoming too oppressive.

**WRIGHT'S
GAS**A new edition of the booklet
"Loops of Heat" is now available.**"REGULO"-CONTROLLED****RADIATORS****JOHN WRIGHT & CO.**

(Dept. A), ESSEX WORKS, ASTON, BIRMINGHAM

(Radiation Ltd., Proprietors)

**MAKE YOUR WINDOWS
ATTRACTIVE
to
DOG OWNERS**

EVERY fourth person who passes your Pharmacy is a dog owner. This three-piece screen has been designed to draw them up to the window and let them know that you can supply their dog-medicine requirements.

Please let us know
how many screens
you require.

The size of the screen is 22½ x 28½";
it is printed in full colours on a
background of turquoise blue.

BOB MARTIN LIMITED

Dog Medicine Manufacturers since 1892

SOUTHPORT - LANCs.

ADMINISTRATIVE COUNTY OF LONDON.

NORWOOD TECHNICAL INSTITUTE

Knight's Hill, West Norwood, S.E.27

PRINCIPAL:— LEWIS N. COOMBS, B.Sc., A.I.C.

Part time day and evening classes are held at the above named institute in preparation for Part I (Preliminary Scientific) of the Qualifying Examination of the Pharmaceutical Society.

The laboratories are equipped for work up to an advanced stage. Intending students should enrol early.

**THE INSTITUTE RE-OPENS
16th SEPTEMBER, 1929.**

A detailed prospectus may be obtained from the Principal.

MONTAGU H. COX,

Clerk of the London County Council.

**LONDON HOSPITAL MEDICAL COLLEGE AND
DENTAL SCHOOL**

THE WINTER SESSION WILL OPEN ON TUESDAY, OCTOBER 1st. The Hospital is the largest in England, 535 beds are in constant use. Last year the number of in-patients, 14,698; out-patients, 96,928 (attendances 555,769).

THE MEDICAL COLLEGE AND DENTAL SCHOOL are essentially modern, with large laboratories equipped with the latest and most approved appliances. The staff is so large as to permit of individual attention being paid to all students.

RESEARCH FUNDS of approximately £113,000 give unrivalled facilities for medical research.

APPOINTMENTS. Numerous appointments are made annually from students of the College recently qualified.

SCHOLARSHIPS AND PRIZES. Scholarships and Prizes to the value of £1,198 are awarded annually, including four Open Entrance Scholarships to the value of £250 and two Entrance Scholarships open to students of the Universities of Oxford and Cambridge to the value of £200.

CLUBS' UNION. Athletic ground of over 13 acres; Students' Hostel, etc. For prospectus and particulars apply to the Dean (Professor William Wright M.B., D.Sc., F.R.C.S.), who will be pleased to make arrangements for anyone wishing to see the Medical College and Dental School, Mile End, E.C.1.

PATENT FOODS

SPECIAL FOODS DEvised. ENQUIRIES INVITED.

George King & Co., Ltd., Sycamore St., London, E.C.1

Phone: Clerkenwell 3383.

Wires: "Foodhings, Barb, London."

IN TINS OR TONS

WESTMINSTER COLLEGE OF PHARMACY

190 Clapham Road, London, S.W.9

Founder: G. S. V. WILLS, Ph.C. Principal: P. H. WOODNOTH, Ph.C., F.C.S.

NEW COURSES FOR PRELIMINARY
SCIENTIFIC and C. & D. EXAMINA-
TIONS COMMENCE ON OCTOBER 9th

Full details and prospectus may be obtained from The Secretary

MANY SUCCESSES IN THE EXAMINATIONS

Your Opportunity to

QUALIFY IN OPTICS

PRACTICAL WORK. Students taking the course
may receive personal tuition in the practical work
AT ANY TIME DURING THE COURSE.

Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (F.B.O.A.); the National Association of Opticians (F.N.A.O.); or the College of Optics (F.C.O.)

Write for full particulars—

G. A. SCURR, M.P.S., F.S.M.C., F.B.O.A., F.N.A.O., B.Sc., F.I.O., F.C.O.
50 HIGH STREET, BARNET, LONDON, N.
S.A. Representative: E. E. G. WOOLLEY, F.S.M.C., M.P.S., P.O. Box 1953,
Durham
N.Z. Representative: E. C. AITCHISON, Box 158 PALMERSTON, North.



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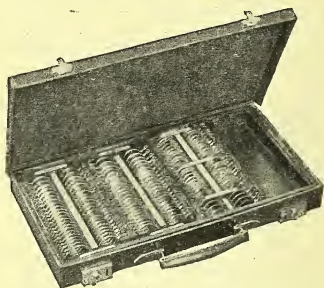
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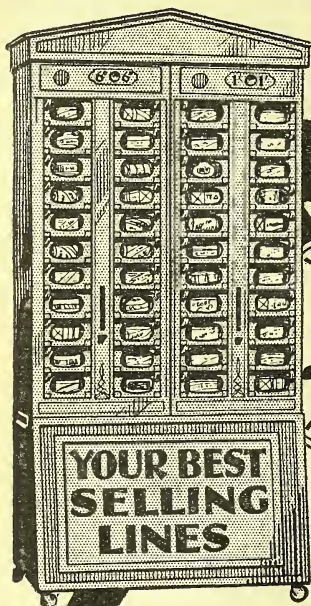
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Contents

No. 10	Series 2587	Vol. 111
Births	PAGE	
Book-keeping for Chemists-VI	282	
Books, New	278	
Britons in Brittany	276	
Business Changes	279	
C. & D. Commercial Compendium	282	
C. & D. Retail Price List	297	
Correspondence:—	286	
Letters	286	
Legal Queries	294	
Miscellaneous queries	295	
Deaths	296	
Editorial Articles:—	282	
Taxation of Spirits	284	
Increased Cadmium Production	285	
English News	271	
French News	272	
Irish News	272	
Information Department	PAGE	
Insurance Act Dispensing	282	
Jamaica's Produce	288	
Lemon Oil	289	
Marriages	282	
New Companies and Company News	274	
Observations and Reflections	283	
Personalities	282	
Recent Patents	281	
Retrospect	296	
Scottish News	272	
Stock Exchange Prices	275	
Trade Marks	281	
Trade Notes	281	
Trade Report	280	
Value of Goodwill	277	
William Chamberlaine	287	
Wills	282	

"C. & D." Diary, 1930

"Known, Admitted and Approved" Remedies

The publication of *The Chemist and Druggist* Diary, 1930, which will take place in December, affords a unique opportunity of registering formulas for "known, admitted and approved" remedies, which can then be sold by chemists free of medicine-stamp duty, provided the appropriate reference to this standard work is given on the label of the preparation. It is an exceptional opportunity for chemists who require to make revisions rendered necessary by changes in poison law or developments in pharmacy. It is necessary that formulas, either new or modified, with the title under which the article is to be sold, should be submitted not later than October 14 for inclusion in the *Diary*. In view of the large number of formulas received and of the fact that each year many chemists overlook the date fixed, we desire to point out that part of the *Diary* goes to press a few days after. Consequently we cannot publish any formulas received after the date mentioned. Formulas, which must be written on one side of the paper only, should be addressed to the Editor, C. & D., 42 Cannon Street, London, E.C.4.

English and Welsh News

The Editor will be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

Contracts

The following tenders have been accepted by the bodies named:—

Belper Guardians.—Mr. J. G. Marshall, chemist and druggist, drugs.

Cranbrook Guardians.—Mr. C. E. Shipman, chemist and druggist, medicines.

Derby Guardians.—R. Daniel & Son, wholesale chemists, drugs, etc.

Dover Town Council.—Mr. J. Weir, chemist and druggist, drugs, etc.

Inquests

At Birmingham, on September 2, an inquiry was held on the body of Colonel Geoffrey N. FitzJohn, Russell Road, Hall Green, whose death, it was stated, was due to suicidal poisoning by means of hydrocyanic acid. The Warwickshire county analyst (Mr. W. T. Rigby) reported that he found an amount of the poison equal to fourteen fatal doses in the stomach.

At Huddersfield, on August 29, an inquiry was held concerning the death of Annie E. Banks, the daughter of a retired commercial traveller. A chemist's assistant deposed that Miss Banks generally had a 5s. bottle of chlorodyne each week. His employer had told her that he thought she was taking too much. It was not common for 5s. bottles of chlorodyne to be sold, but any qualified chemist could sell a bottle without question to anyone. A medical witness said that he recommended the gradual reduction of the doses of chlorodyne. Dr. D. Guest, pathologist at Huddersfield Royal Infirmary, said that a *post-mortem* examination revealed conditions consistent with chronic morphine poisoning. In returning a verdict in accordance with the medical evidence, the coroner said he was surprised to learn how easily large quantities of chlorodyne could be obtained.

The North London coroner held an inquest, on August 31, on the body of Reginald L. Godfrey, electrical engineer, Bethune Road, N., whose death was recorded as due to "acute mineral poisoning." Dr. Bronté, pathologist, said that he found in the stomach of the dead man a yellowish pigment. He was unable, however, to give the definite cause of death. Mr. S. T. T. James (for the relatives): What is the usual colour of arsenic when it is sold?—Either blue or black. It is usually coloured with charcoal. Would you have expected to find a blue or black substance in the intestines—or a yellow substance?—It might be coloured with yellow ochre. Recalled, the witness added that the history given by the relatives, the clinical history and his *post-mortem* findings were consistent with arsenical poisoning. The Coroner: Are you of opinion that death was from arsenical poisoning?—There are only two other things that would produce a similar condition—mercury and lead. The verdict stated that the deceased committed suicide while of unsound mind.

Birmingham

Mr. Laurence C. Tipper, supported by Mr. F. H. Alcock, F.I.C., Ph.C., and others, opened the recent Horticultural Show at King's Heath.

Southall Brothers & Barclay, Ltd., after considering the terms of settlement in the recent textile dispute, have decided to make no reduction of wages at Chasford Mills.

A new suburb has sprung up known as the Hollybank Estate, King's Heath. Mr. Eric Williams, Ph.C., late of the Birmingham Technical College, has secured one of the new shops.

Mr. and Mrs. R. E. Howard request us to thank the many friends who have made inquiries during Mr. Howard's illness. He is slowly recovering, but it will be some weeks before he is able to resume his duties as senior Birmingham representative of Southall Brothers & Barclay, Ltd.

In a report by Mr. A. F. Lerrigo, B.Sc., F.I.C., late acting public analyst to the city, it is stated that 1,447 samples were submitted for analysis during the second quarter of this year, and that 8.3 per cent. were adulterated. One sample of borax honey was found to contain 3.3 per cent. of borax instead of 10 per cent. The vendor was cautioned.

Liverpool

The annual smoking concert organised by the Liverpool Chemists' Association, in aid of the Benevolent Fund of the Pharmaceutical Society, is to be held at the Midland Adelphi Hotel near the end of next month.

Mr. Harry Wilson, F.I.C., Ph.C., who has been living at Southport since he relinquished his interest as governing director of Randall & Wilson, Ltd., wholesale and retail chemists, Southampton, has benefited by a stay at Scarborough after his recent illness. [Corrected note.]

Mr. W. H. Saunders, F.C.S., chairman of Ayrton, Saunders & Co., Ltd., Liverpool, has decided, in view of the temporary absence through ill health of the vice-chairman of the company, to cancel the existing arrangements for his customary annual tour round the world: this, however, Mr. Saunders hopes to make at a later date.

Sheffield

Mr. W. Slater Haigh, chemist and druggist, has purchased the business of Mr. T. T. Sturdy, chemist and druggist, 9 Market Street, Woodhouse, of which he has been manager for several years.

At a recent meeting of the Sheffield and District Branch of the Retail Pharmacists' Union, Mr. F. Hindle was appointed chairman; Mr. H. G. Williams, vice-chairman; and Mr. H. Antcliffe, secretary and treasurer.

Miscellaneous

SHOPPING FESTIVAL.—Arrangements are being made for holding a shopping festival at Plymouth and Devonport during the week commencing October 14; cash prizes will be offered for window displays and to the public.

DISPATCH.—An all-night rush by the Wardle Cotton Co., Ltd., Ardwick, Manchester, is reported in the local Press. An order was received at 6 p.m., and by 10 o'clock the following morning it was being despatched in eight motor-lorries. Its destination is understood to be the Far East.

FARADAY CENTENARY.—It is announced that the celebration of the centenary of Faraday's discovery of electromagnetic induction will commence in London on September 21, 1931, and that the centenary meeting of the British Association will be held, also in London, during the week commencing September 23, 1931.

STAFF TENNIS TOURNAMENT.—A team of the London staff of Buttricks Wellcome & Co., with their friends, numbering forty-eight in all, paid a visit to the Wellcome Club, and Institute, Dartford, on August 24, to compete in a tennis tournament. An enjoyable ride by motor-coach brought the competitors together in the grounds of the Club; the London team was successful. A dance in the gymnasium followed.

Irish News

Brevities

At the recent Limerick Show Mr. M. & M. Condon, chemists, Hospital, Knocklong, had an interesting display of veterinary and other medicines. Messrs. Condon are making a similar exhibit at Kilmallock Agricultural and Industrial Show as we go to press.

The seventh annual report on companies, issued by the Ministry of Commerce for Northern Ireland for the year 1928, shows that on December 31 the nominal capital of companies described as chemists and druggists was £353,400; the subscribed capital £267,368; paid-up capital £110,867; and capital considered as paid up, £151,261. For 1927 the respective figures were £354,300, £268,148, £110,864 and £151,756.

The Minister for Industry and Commerce intends to introduce a Bill in the Dail to regulate weights and

measures. The Free State Prices Tribunal, in its report in 1927, commented on the fact that the powers of weights and measures inspectors, under the existing law, began and ended with the question of the accuracy of the weighing machine, and that no test could be made of the correctness of the actual weighing, with very few exceptions. The defect, the report stated, was becoming increasingly important year by year, owing to the gradual abandonment of the older type of weights and scales and the substitution of automatic and semi-automatic weighing instruments.

Scottish News

Brevities

Messrs. J. & D. Wilson, Ltd., have opened a pharmacy at Hairist Street, Renfrew.

From casual observations it would appear that the toilet soap trade is being steadily recaptured by the chemists.

The business of Mr. A. Walker, chemist and druggist, Jedburgh, is now being carried on under the style of A. Walker & Sons.

Mr. John Sutherland Stewart, chemist and druggist, Auchterarder, has been appointed a new Justice of the Peace for the county of Perthshire.

The theft of an automatic film vendor containing fifteen films and 10s. in cash, from the wall of a shop occupied by Mr. Robert Sparks Ramsay, chemist and druggist, resulted in the appearance of six men in Dunfermline Sheriff Court on August 19. Fines, with the alternative of imprisonment, were imposed.

In Glasgow Sheriff Court recently, Nellie Burnett Rice, Motherwell, was charged with having contravened the Dangerous Drugs Acts by obtaining prescriptions containing morphine sulphate from one doctor, while she was under the treatment of another doctor. The accused pleaded guilty and was sentenced to twelve months' imprisonment.

Arbroath Insurance Committee considered the agenda which is to be submitted to the coming meeting in Ayr of the Association of Insurance Committees. Discussion took place on a motion which suggested that the cost of drugs, including insulin, supplied to insured persons under treatment in voluntary institutions should be a charge against the drug fund of the Insurance Committee instead of having to be met from the funds of that voluntary institution. Mr. W. Purdie, the chairman, thought it was a very sweeping motion. He was in sympathy with voluntary institutions getting all the help they could, but if such a motion were carried and included in the next amending Act it was possible it might have a repercussive effect on approved societies, many of which were doing a great deal in paying additional benefits to voluntary institutions in respect of members. Mr. James Jack expressed himself in favour of institutions such as their local infirmary being recouped by the Government. He suggested that the delegates watch the question very carefully and report to the committee.

At Hamilton on August 21, before Sheriff Brown, William Paterson, a medical herbalist, 148 Windmillhill Street, Motherwell, was summoned for having sold to a Customs and Excise officer a bottle containing elder and peppermint, with capsicum, and a bottle containing honey, comfrey and lungwort mixture, which did not bear a duty stamp, contrary to Section 2 of the Medicine Stamp Act, 1812. Mr. J. K. Murray, who defended, said at a previous hearing his contention was that the preparations in question were not liable to stamp duty. Reference was made to various Acts, and several authorities were quoted, and dictionary definitions were given, the latter in connection with the difference of opinion as to whether or not a cough or a cold was a disease. When the case was resumed Mr. Murray said that in view of the decision which had been given in the Court of Justiciary, he could not now adhere to his plea of not guilty, and must admit the offence. The sheriff dismissed the defendant with an admonition.

French News

From the "C. & D." Paris Correspondent.

PHARMACIST GENERAL GAUTIER, of the French Army, has been placed on the reserve list, and Pharmacist-Colonel P. J. Bréteau promoted to the vacant post.

FRENCH wholesale druggists, as well as retail pharmacists, are feeling the effects of the ever-increasing number of pharmaceutical specialities put on the market, and also the competition of co-operative bodies.

M. DAMIENS, assistant professor, has been nominated titular professor of inorganic chemistry at the Paris Faculty of Pharmacy, and M. Seyot, professor of botany, has been appointed dean of the Nancy Faculty of Pharmacy.

The effort, already noticed in these columns, to make France's production of indigenous medicinal plants equal the demand for the home market, has not yet become permanently successful. The last report issued stated that although since the war the production had been so increased as to allow of export, last year the importations recommenced.

The centenary of the birth of Paul Schutzenberger (the Alsatian savant who died in 1897 as professor of chemistry at the College of France) is to be celebrated next December in Paris by a meeting in the Sorbonne, and the unveiling of a bust at the Paris Municipal School of Chemistry and Physical Science, of which Schutzenberger was long Director.

The annual competitive examination for posts as house pharmacists in the Paris hospitals recently took place. The candidates who presented themselves numbered 150, of whom 49 were eliminated by the first test (recognition of plants and posology), and fourteen more by the oral examination. The remaining 87 sat for the written final examination, which includes chemistry, pharmacy and materia medica. The successful candidates for the forty-three posts included fifteen lady students.

A DECREE has been officially promulgated regulating the authorisation and control of laboratories for medical analysis in Tunis. Applicants desiring to open such establishments, or already possessing them, are to produce proofs of scientific knowledge and good character. A committee of five, including a representative of the pharmaceutical profession, will decide applications, and if satisfied, will accord authorisation for three years. Pharmacists practising urine analysis only are specifically exempt from the operation of the decree.

In taking the chair as 1929 president of the Paris Society of Pharmacy, Professor Goris, of the Paris Faculty, incidentally alluded to his apprenticeship days. Thirty years ago he was behind the counter at M. Boiteaux's pharmacy in the rue des Trois Pigeons, Cambrai. During three years, every evening while waiting for the carillon to ring ten o'clock, the closing hour in those days, the employer would expound the Codex or comment on the pharmaceutical journals or topical scientific discussions. M. Goris assured his hearers that his keen interest in materia medica and pharmacy dated from that epoch when he sometimes passed whole months arranging all the drugs in the attic or preparing syrups and extracts in the cellar.

The new regulation by which the exportation and importation of narcotics was restricted to firms inscribed on a special list (January 1, 1929) somewhat menaced wholesale druggists in general, more especially as such firms as had demanded to be "listed" had received no replies. It seems there had been as usual some delay in organising on the part of the authorities, and on pressing the matter the druggists were informed that such of them as had formulated demands might consider themselves as authorised until they received a negative reply. It seems to be a feature of up-to-date legislation in France to make new laws and decrees nominally applicable at a date which does not allow for the necessary organisation.

ONE of the largest and most enterprising pharmacies of Paris, which makes a speciality of window dressing, attracted my attention during the late torrid weather by a window labelled "Summer Goods." On closer

examination the articles shown, apart from certain preparations for preparing effervescent beverages, proved to be mostly preparations for dealing with insect pests. I should judge the display was not a success, for it was very soon withdrawn and replaced by a show of optical goods, tinted spectacles, field glasses, and the like, with an imposing display of thermometers to record the exceptional temperatures experienced.

THE President of the Republic has just signed a document regarding Army Sanitary Service Reserve. This will comprise surgeons from sub-lieutenant's to colonel's rank: pharmacists from the grade of pharmacist-sub-lieutenant to pharmacist-colonel; and military dentists, first and second class. Promotion from sub-lieutenant to lieutenant can be effected after four years' service and one period of training; the rank of captain can be gained after six years more with two periods; to become "commandant" (major) means another six years' service, and in this case the two periods of training must be of the same character as those undergone by officers of the "active." Another four years for lieutenant-colonel's rank; but the rank of colonel will only be accorded to retired officers of the active army, or those reservists who have "rendered signal service in collaborating in the scientific, industrial and technical military preparation for national defence."

A DECREE issued by the Minister of Colonies, authorising the sale of French proprietary medicaments in Indo-China (except those under the poisons schedule) by the "depôts of official remedies and simple drugs and the Chino-Annamite medicament dealers of which the shops are situated over fifteen kilometres from a European pharmacy," aroused some comment amongst French pharmacists, who feared that the professional monopoly of their colonial colleagues was thus being infringed. It is explained that this is by no means the case. The only real change made by the decree was to substitute the distance of fifteen kilometres for the ten kilometres limit of the 1919 law regulating pharmacy in Indo-China. The "depôts" in question have always been allowed to sell proprietaries, but these medicaments are also required to be labelled with (1) the official seal of a qualified pharmacist keeping open shop in the colony, with (2) their contents, and (3) with method of usage printed in the Annamite language and in Chinese characters. The object of these arrangements is simply to extend as far as possible the use of French proprietaries among the natives. Their dependence on European medicaments is at present very partial, as may be judged from the fact that the colony does not yet boast one qualified French pharmacist keeping open shop to each million of its inhabitants.

SOME notes on the last African trip of M. Perrot, professor of materia medica at the Paris Faculty of Pharmacy, are given by M. Lecoq. The professor crossed the Sahara by the first car of the regular service founded by the General Trans-Saharian Co. One day, he, the ones, he passed the night at Reggane. Some 700 waterless miles were traversed over a stony plateau, where a few dried-up plants and occasional locusts were the only signs of life. The pleasure at reaching the Qued Tilenssi was enhanced by the fact that here he discovered official senna, the existence of which in this region was unknown to botanists. The dam of the Niger enables 750,000 acres to be flooded and rendered fertile; and in the region south of Timbuctoo acacia veruk was found. Only 300 tons of gum of varying quality is at present gathered annually. The governor recognised the possibilities of the district, which have hitherto been neglected, and ordered the Touareg chiefs to receive instructions from M. Perrot and his companion M. Alland. The two experts visited Kordofan in 1920 to make a special study of gum-gathering processes, and a recent article in the *C. & D.* bears out their theory that French Africa may possibly become a serious rival to the Sudan. The Haute-Volta was the next place visited. Besides kapok and sisal, this region would appear to be an inexhaustible source of vegetable oils—karité or vegetable butter, arachis, sesame and castor oils. The Guinea hinterlands were the last lap of the tour; here Kankan is the usual market for kola, and fruit (bananas, oranges, lemons, pineapples) could be grown as soon as sufficient modern transport was available.

New Companies and Company News

P.C., means Private Company and **R.O.** Registered Office.

SILBERBERG'S PHARMACY, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of chemists, druggists, dispensers, wine and spirit merchants, etc. The first directors are: I. Silberberg, Mrs. E. Deutsch. **R.O.**: 79 Christian Street, Commercial Road, E.1.

RADIUM PRODUCTS, LTD. (P.C.).—Capital £500. Objects: To carry on the business of manufacturers of and dealers in radium salts, etc. The subscribers are Agnes M. Magner and R. A. Malkin. **R.O.**: 845-850 Salisbury House, London Wall, E.C.2.

MAGNAPOL, LTD. (P.C.).—Capital £1,000. Objects: To carry on business as pharmaceutical, manufacturing and general chemists and druggists, dyers, etc. The subscribers are: W. J. Knight and W. J. A. Huyzer. Solicitors: Jenkins Baker & Co., 3 London Wall Buildings, E.C.

ISAAC W. EDWARDS, LTD. (P.C.).—Capital £200. Objects: To carry on the business of chemists, druggists and dispensers, photographic and surgical goods dealers, etc. The subscribers are: I. W. Edwards and Mrs. D. Edwards. **R.O.**: "Ingledene," Lower Alt Road, Hightown, Liverpool.

MOLINELLE (LONDON), LTD. (P.C.).—Capital £4,000. Objects: To acquire the business carried on at 35/39 Maddox Street, W., as "Molinelles" together with the trade mark, and to carry on the business of manufacturers of perfumes, etc. The directors are: R. Betts, H. B. Layton. **R.O.**: 35 Maddox Street, W.1.

IRVING'S SEA-VITOLDS, LTD. (P.C.).—Capital £600. Objects: To carry on the business of chemists and druggists, manufacturers of and dealers in salts, acids, alkalis, drugs, medicines, patent or proprietary articles, etc. The first directors are: R. E. Cuff and C. H. Grahame. **R.O.**: 4, Well Court, Queen Street, E.C.4.

EAST RIDING CHEMICAL CO., LTD. (P.C.).—Capital £3,000. Objects: To acquire the business of soda manufacturers and dealers carried on in co-partnership by C. H. Page and W. E. Waller at 7-9 Chapel Lane, Hull, as the "East Yorkshire Chemical Company," and to carry on the business of chemists, druggists, dyers, etc. The permanent directors are: C. H. Page, W. E. Waller, R. E. Walsh and Phyllis Storey. **R.O.**: 7 Chapel Lane, Hull.

GEORGE'S NOVELTIES, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of makers of and dealers in novelties and fancy goods and lavender sachets, and all agencies in respect of such kinds of goods, now carried on by F. George and Mrs. C. George at 39 Atwood Avenue, Kew, as "F. George." The permanent directors are: J. F. J. Pocklington and W. E. King. **R.O.**: 18 Sandland Street, W.C.1.

RAYZONE, LTD. (P.C.).—Capital £5,000. Objects: To acquire any invention relating to electric and other lamps of all kinds, to adopt an agreement with John Lister & Co. and J. R. Quinn, and to carry on the business of manufacturers of and dealers in appliances and processes for medical, surgical, therapeutic, hygienic, chemical, scientific or other purposes, electricians, etc. The first directors are to be appointed by the subscribers. Secretary: R. H. Watkin, Marlipit Farm, Coulsdon.

METAFILTERS (1929), LTD., was registered as a "public" company on June 17, with a nominal capital of £80,000 in 5s. shares. The objects are to acquire the undertaking of Metafilters, Ltd., and all or any of the assets and liabilities thereof, including the supply of a chemical preparation known as Metasil, and all other chemical or other preparations used or manufactured by the company in its business, etc. Solicitors: Montagu & Cox & Cardale, 86 Queen Victoria Street, London, E.C.4.

ANGLO-GUMMI-FERUS PRODUCTS, LTD. (P.C.).—Capital £10,000. Objects: To adopt an agreement with S. Neuman and L. Neuman, and to carry on the business of manufacturers, importers and exporters of and dealers in gum of all kinds, and the by-products thereof,

importers, buyers and sellers of the pods, beans or pips of the carob or locust tree, etc. The first directors are: J. Thorley, S. Neuman, L. Neuman, J. J. Thorley, and G. H. Stebbens. **R.O.**: Albert Wharf, New Wharf Road, King's Cross, N.1.

BECKERMAN CASH CHEMIST CO., LTD. (P.C.).—Capital £100. Objects: To carry on at 234 Jubilee Street, Mile End Road, E., the business of chemists, druggists, etc. The first directors are B. Beckerman, 234 Jubilee Street, Mile End Road, E.1, chemists' manager, Mrs. R. Beckerman, 234 Jubilee Street, Mile End Road, E.1, H. Davis, 27 Underwood Street, Whitechapel Road, E.1, cabinet maker, and Hettie Beckerman, 65 Plumbers Row, Whitechapel Road, E.1, milliner. **R.O.**: 234 Jubilee Street, Mile End Road, E.1.

C. KEITH-THOMAS (PARK ROYAL), LTD. (P.C.).—Capital £20,000. Objects: To acquire the undertaking and all or any of the assets or liabilities of C. Keith-Thomas, Ltd., now carrying on business as manufacturers, wholesalers, retailers and selling agents for all kinds of toilet preparations, toilet requisites, and other preparations of a like nature, and in particular the products known as "Barranger's" Paris. The permanent directors are: C. Keith-Thomas, O. M. Shepherd, R. F. Innes and H. D. Candish. **R.O.**: 27/8 King William Street, E.C.4.

DR. GREY'S SILVER PILL CO., LTD.—A meeting of creditors will be held at 65 Baker Street, London, W.1, on September 10.

DRUG INCORPORATED OF AMERICA, with which the Boots Pure Drug Company is associated, has absorbed two more undertakings—the Three In One Oil Co. and the Bristol-Myers Co.

J. C. & J. FIELD, LTD.—The profit for the year ended March 31, 1929, was £12,252, to which is added £7,099 brought forward, making £19,351. A dividend of 10 per cent. on ordinary shares, less income tax, is recommended, the carry forward being £7,267.

INGRAM & ROYLE, LTD., Bangor Wharf, 45 Belvedere Road, London, S.E.1, intimate in our advertising columns that they have absorbed the interests of the business of John W. Royle, Ltd., Phoenix House, 19 Oxford Street, London, W.1, from September 6.

LEVER BROS., LTD., and **MARGARINE UNION**.—A provisional agreement was signed on September 2 whereby, for the purpose of securing complete co-operation between the two organisations in working their respective businesses, the ordinary share capital of Lever Bros., Ltd., and the share capital of Margarine Union, Ltd. (with which is associated N.V. Margarine Unie), will be amalgamated from January 1, 1930, on the basis of equality of status. No alteration in the method of carrying on the business of either organisation is involved in the amalgamation.

Voluntary Liquidation

Maitland's Pharmacies, Ltd., 79 Leigh Road, Leigh-on-Sea.—In pursuance of the provisions of the Companies (Consolidation) Act, a meeting of the creditors was held on August 27 at the offices of Francis, Nicholls, White & Co., C.A., 14 Old Jewry Chambers, E.C., when Mr. A. Granville White, the liquidator of the company, and the receiver for the debenture holder, presented a statement of affairs which disclosed liabilities of £926 18s. 8d., of which £381 2s. 10d. was due to the trade, and there was a bank overdraft of £103 5s. 10d., a cash loan by a director amounting to £90, and directors' remuneration not drawn £352 10s. In addition, there were debentures amounting to £447 1s. The assets comprised cash in hand, £1 0s. 9d.; stock in trade estimated to produce £300; trade fixtures, fittings, etc., put down at £150; book debts expected to produce £290; and goodwill, £700; making total assets of £1,241 0s. 9d., from which had to be deducted £45 0s. 8d. for preferential claims and £447 1s. for the debentures, leaving net assets of £748 19s. 1d., or a deficiency of £177 19s. 7d. as regarded the unsecured creditors. The liquidator reported that the company, a private one, was incorporated on February 20, 1923, with an authorised capital of £2,500, divided into 2,500

shares of £1 each, to take over two businesses—one at Leigh-on-Sea and the other at Benfleet. Since its inception the company had traded at a loss, and in 1925 the Benfleet business was sold. On July 2 last, May, Roberts and Co., Ltd., appointed a receiver and manager under a debenture which was issued to them on February 23, 1929, for £475. As the directors were unable to find further moneys to carry on the business the company on July 18, 1929, passed a resolution to the effect that the stock, lease and goodwill of the business should be sold for the sum of £1,150. On August 8, 1929, Mr. White was appointed liquidator. Two of the directors had written to the liquidator to request that their debt which claim against the company in respect of their debt which was due for directors' fees and salary until the other creditors had been paid in full. Both of the directors were anxious that the creditors should receive 20s. in the £, and Mr. White considered that, under the circumstances, it was quite possible that the creditors would receive 20s. in the £, or a very satisfactory dividend. The matter remains in the hands of Mr. White as liquidator. The following are creditors:—Allen & Hanburys, Ltd., £21; Arnold, A. J., £21; Bankers, £104; The British Drug Houses, Ltd., £103; Kodak, Ltd., £40; Redgrave, Butler & Co., Ltd., £84.

Velocium, Ltd.—The statutory first meetings of the creditors and shareholders of L. B. C. Trust, Ltd., 180 Bishopsgate, E.C. (in liquidation), were held on August 30 at the Board of Trade Offices, Carey Street, W.C. In reporting upon the company's history (C. & D., June 8, p. 677), Mr. J. Barwick Thompson, Official Receiver, said the company was formed in July 1927 to carry on business as company promoters. In the first two months of 1928 the Trust was engaged in the formation of Velocium, Ltd., registered with a capital of £300,000 to put on the market a proprietary medicine. A prospectus was issued inviting subscriptions for 250,000 shares, the whole amount of which was underwritten by the Trust for a commission of 4 per cent. and an underwriting commission of 1 per cent. The public issue was not a success. Only £12,000 worth of shares was taken up by the public, and as the sub-underwriters obtained by the Trust were not called upon by Velocium, Ltd., to take up the shares not applied for by the public the vendors took up the remaining shares and paid the application and allotment moneys out of the purchase consideration of £110,000 paid to them by the Trust. The Trust received £12,500 for the underwriting commission and that amount was chiefly returned in application and allotment money for the shares. The Trust about that time made arrangements to form a pool in the Velocium shares held by them, to be managed by Mr. Cantlon and Mr. Maurice Harry Fredjohn as trustees. The object of the pool was stated to be "The better realisation of the shares." The pooling agreement dated June 1, 1928, provided that the trustees were authorised to sell the shares at a price not below par. In order to create a market for the shares it was necessary that they should have quotations appearing each day, and with that end in view Fredjohn instructed certain brokers to sell a limited number of shares each day at a premium, while Cantlon instructed other brokers to buy Velocium shares. It was hoped that by means of the daily quotations at prices above par value the public could be induced to purchase Velocium shares on the open market, any profit made by the Trust to be used to make further Velocium shares fully paid, so relieving the Trust of the vendors' liabilities to the Velocium Co. for calls on shares. As the contracts for the purchase of Velocium shares were in Cantlon's name one of the brokers elected to proceed against him personally and instituted proceedings, as a result of which he was declared bankrupt on January 28, 1929. The total liabilities to the various brokers was £14,700. The assets were returned at £3,193, but it was doubtful whether anything would be recovered. No reason had been given by the directors for the failure, but in the opinion of the Official Receiver it was perfectly obvious that it was due to gross mismanagement and to the extraordinary juggle in the Velocium shares, whereby the company attempted to get rid of its liability on the underwriting contract. The liquidation was left in the hands of the Official Receiver.

Stock Exchange Prices

£1 Shares unless otherwise stated	Dec. 31, 1928	July 31, 1929	Aug. 30, 1929
Allen & Hanburys, 7% Prefd. Ord.	s. d.	s. d.	s. d.
Amalg. Dental Co., 8% Prefd. Ord.	21 0	21 0	20 3
" " Deferred 5s.	5 9	4 9	4 3
Apollinaris and Johannis, Ord. £1 . . .	13 9	10 9	10 9
Ayrton, Saunders & Co., 7½% Pref.	15 0	15 6	15 6
Beechams Pills, Deferred 1s. shares . .	5 4½	5 6	5 3
Benger's Food, Ord.	38 0	36 0	36 0
Boake (A.), Roberts & Co., 5½% Pref. £10	47 47½	47 47½	47 47½
Boots Pure Drug, Ord.	138 9	140 0	138 9
Boots Pure Drug, 7% "A" Prefd. Ord. .	23 7½	23 6	23 9
Boots Cash Chemists (Southern), 6% "A" Pref.	21 7½	21 6	21 9
Borax Consol., Dfd. Ord.	20 3	14 0	12 3
Bovril, 6% Pref.	22 9	21 6	21 6
" " Ord.	24 9	22 6	22 6
" " Dfd.	40 0	39 6	37 3
British Cyanides, Ord., 2s. shares . . .	5 7½	3 1½	3 6
British Drug Houses, The, Ord.	23 0	26 9	26 10½
British Oil and Cake Mills, Ord. . . .	32 0	31 3	31 6
British Oxygen, Ord.	32 6	38 0	38 9
British Photo. Indus., 6% Cum. Pref.	15 9	14 6	14 9
Bush (W. J.) & Co., 5% Pref. £5 . . .	67 6	70 0	70 0
Cadbury Bros., 6% Pref.	23 0	23 0	22 6
Calhoun, Stewart & Watt, Ord.	38 0	38 0	38 0
Crosfield (Joseph) & Sons, 6½% Pref.	21 3	20 0	20 0
Dubarry Perfumery, Ord. 1s.	9 6	8 0	8 6
" " 7½% Pref.	20 6	20 3	21 3
Eastman Kodak Co. (no nom. value)	8187	8198	8220
Evans Sons Lescher & Webb, Ord. . .	6s. 8d. shares		
" " 6% cum. part. Pref.	3 9	4 0	4 0
Field (J. C. & J.), Ord.	4 9	4 9	4 9
Gossage (William), 6½% Pref.	12 6	13 6	13 6
Groat & Co., Ord.	21 0	20 9	20 6
Heppells, 7½% cum. part. Pref.	30 0	26 3	25 0
Holders, Ord. 1s.	16 13	13 3	13 3
Ildris & Co., "A" Ord.	1 3	1 1½	1 3
" " "A" Ord.	21 0	20 0	20 0
Ilford, Ltd., Ord.	47 6	50 0	50 0
" " 6% Pref.	19 6	20 6	21 0
Imperial Chemical, 7% Pref.	26 25	25 0	25 3
" " Ord.	26 25	25 0	25 3
" " Dfd. 10s.	14 3	13 6	13 6
Internat. Nickel Com. (no par value)	—	852½	856½
International Proprietaries (Eno) (no par value)	—	—	840½
Intern. Sponge Importers, % Pref. . .	10 0	7 6	7 6
Kent (C. B.) & Sons, 5½% Pref. . . .	3 10	3 0	16 9
Knight (John), 25% Prefd. Ord. . . .	71 3	67 6	67 6
Laporte (B.) & Co., Ltd., Ord.	11 6	17 6	17 6
Lever Bros., Ltd., 7% Pref.	22 9	22 4½	23 3
" " 8% Pref.	23 0	22 6	23 9
" " 20% Prefd. Ord. 5s.	12 6	11 10½	14 0
Liebig's Ext. of Meat, Ord. 5s.	27	216½	216½
Mellin's Food, 6% Pref.	12 6	8 9	9 0
Nathan (Joseph) & Co., 7% Pref. . . .	17 0	17 0	17 6
" " 8% Prefd. Ord.	8 0	7 3	7 3
National Drug and Chemical Co. of Canada, 6½% Pref.	6 3	4 6	4 6
New Transval Chemical Co., 6% Pref. .	20 0	19 6	19 6
" " 8% Pref.	23 9	22 6	22 6
Salt Union, Ord.	47 6	40 0	43 9
" " Pref.	35 0	33 0	33 3
Sangers, Ord. 5s.	—	8 0	8 6
" " Sanitas, The Co., 9% Pref.	26 6	25 0	25 0
Sanitas Trust, 10% part. Pref.	24 0	24 0	24 0
Schweppes, Ltd., Ord.	32 0	30 6	31 3
" " Dfd.	35 9	36 6	37 0
Smith (Stephen) & Co. Ord. 5s.	7 9	7 6	7 9
Solidol Chem. Co., Ord. 1s.	96 0	112 6	112 6
Southern Bros. & Barclay, Ord.	2 6	19 6	19 6
" " 5% Pref.	57 6	54 0	53 0
Spratt's Patent, Ord.	20 0	20 0	20 0
Stevenson & Howell, 6½% Cum Pref.	—	2 6	2 6
Taylor's Cash Chemists (Lon.) 1s. Dfd.	—	2 6	2 6
Taylor's (Cash Chemists) Trust, 7½% Cum. Pref.	20 9	22 0	21 9
" " 1s. Dfd.	6 3	4 6	4 9
United Glass Bottle Man., 6% Mt.	496	495½	497
Dev. Stk., £100	16 3	16 3	17 9
Venesta, Ltd., Ord.	19 0	18 9	18 3
Veno Drug Co., 8% Pref.	95 0	87 6	90 0
Virol, Ltd., Ord.	22 6	22 0	22 0
" " 7% Pref.	11 3	11 3	11 6
White (A. J.), Ltd., Ord. 10s.	22 0	21 2	21 0
White (Timothy), 7½% Pref. Ord. . .	3 6	3 0	3 0
" " 1s. Dfd. Ord.	20 0	20 0	20 0
Wright Layman & Urney, 6% Pref. . .	20 0	20 0	20 0

New Books

Downing, G. H.—*Art Applied to Window Display*. 84 in. by 5½ in. Pp. 80. 5s. Display, Ltd., Granville Works, Aylesbury. [The first two-thirds of this book enunciates principles and hints on window display which are more or less familiar. In the last third the author, who is an artist, deals instructively with colour and its applications.]

Coles, L. A.—*An Introduction to Modern Organic Chemistry*. 8½ in. by 5½ in. Pp. xv+452. 7s. 6d. Longmans, Green & Co., 39 Paternoster Row, London, E.C.4. [The volume consists of three parts, and it is a modernised text-book in which the practical and preparative work has been brought up to date. Part I is introductory and experimental, and deals with the properties and reactions of ethyl alcohol and acetic acid. Part II includes the study of the aliphatic compounds and the structural theory of organic molecules. Part III deals similarly with the aromatic compounds. Chapter XXXVI is a *résumé* of the development of organic chemistry. The descriptive parts of the text and experimental work are printed in two sizes of type, the larger face being intended for a preliminary course. No attempt has been made to follow any syllabus, but the work will serve as an introduction to the subject up to about intermediate science standard. Portraits of ten scientists who have contributed to organic chemistry are included.]

Krantz, J. C.—*A Treatise on Pharmaceutical Chemistry*. 9½ in. by 6 in. Pp. 282. 15s. H. Kimpton, 263 High Holborn, London, W.C.1. [This treatise brings together certain special topics in gravimetric and electrometric analysis, organic and physical chemistry as they are related to pharmacy. The contents of the book fall into three sections. Part I deals with quantitative analysis; and after introductory chapters on the scope of quantitative analysis and the theoretical considerations of precipitation, various gravimetric determinations of the United States Pharmacopœia are described. Part II is the section on organic chemistry, and is a study of organic pharmaceuticals classified under hypnotics, anesthetics, antipyretics, bactericides and endocrines. The chemotherapeutic aspect of the compounds is emphasised. Part III treats certain aspects of physical chemistry from a pharmaceutical standpoint. The book is well illustrated, and references for supplementary reading are given, as well as suggested topics for study or discussion. Laboratory experiments to be carried out by the student are described, and tables of atomic weights, logarithms, and an index are provided. The book will be helpful to research students in pharmaceutical chemistry.]

Barral, E. and P.—*Précis d'Analyse Biologique Clinique Urinaire*. 7½ in. by 4½ in. Pp. viii+520. Francs 40. Librairie J. B. Baillière et fils, 19 rue Hautefeuille, Paris. [This is the second edition, entirely revised, with 128 figures in the text and three coloured plates, and is a guide to the complete analysis of urine and the substances which it may contain. Pp. 3-60 deal with the general characters and chemical composition of urine; pp. 61-205 normal constituents; pp. 206-218 urological relationships; pp. 219-262 examination of kidney functioning. Abnormal constituents of urine, urinary deposits and calculi occupy from p. 263 to the end. An alphabetical index and table of contents is provided. A mistake in pagination occurs on the page following p. 523. The object of the authors, as stated in the preface, is to place before the pharmacist or clinician a précis of the latest progress in biological analysis and indicate the different factors, physiological and pathological, which may modify normal urine. The clinical study of the variation from normal has been compiled from a purely medical point of view. Without indicating a number of methods of analysis indiscriminately the authors have described only a few, selection having been made on the score of accuracy and simplicity.]

Allen's *Commercial Organic Analysis*. Vol. VII, under the editorship of Mr. C. Ainsworth Mitchell. Fifth edition. 9½ in. by 6 in. Pp. xi+869. 30s. J. & A. Churchill, 40 Gloucester Place, London, W.1. [This

volume deals with the vegetable alkaloids and contributors to it include Dr. T. A. Henry, Mr. Francis H. Carr and Mr. Norman Evers. The volume is enlarged over the previous edition by 306 pages, and the whole of the sections on vegetable alkaloids have now been brought together to facilitate the use of the book in the laboratory. An alphabetical grouping of the alkaloids has been adopted and the introduction amplifies and brings down to date general information concerning these bodies. Pp. 49-225 is a general section on alkaloids dealing systematically with individual alkaloids other than those which are of special commercial importance in connection with food or drugs. These are arranged in alphabetical order of the plant which produces them. Separate sections, arranged alphabetically, are given to special alkaloids or groups of alkaloids, and the following are treated: Acetone alkaloids; Berberine and its associates; Caffeine, tea and coffee; Cinchona alkaloids; Cocaine; Cocoa and chocolate; Nicotine and tobacco; Opium alkaloids; Strychnos alkaloids; Tropane alkaloids—atropine and its allies, tropane and scopolamine. A subject index is provided, and in addition to references in the text a short bibliography of standard works for consultation is given at the end of each section.]

Evers, N., & Elsdon, G. D.—*The Analysis of Drugs and Chemicals*. 9 in. by 6 in. Pp. x+372. 25s. Charles Griffin & Co., Ltd., 42 Drury Lane, London, W.C.2. [The authors state in the preface that the present work has been undertaken to provide a book from the analyst's point of view dealing in a complete manner with the analysis of drugs and chemicals. The contents are divided into seven parts and each part is subdivided into sections, each dealing with a set subject. The introduction, pp. 1-28, deals with calibration of apparatus, volumetric analysis, indicators, and describes methods for the determination of H-ion concentration. The remaining six parts, pp. 29-324, are on inorganic drugs and chemicals, organic chemicals, crude drugs, galenicals, fixed oils, fats and waxes, essential oils. An appendix provides density, refractometer, alcohol, and sugar analysis tables and notes on the preparation of reagents and other analytical information. The volume has been kept at a size suitable for a laboratory handbook, and descriptions and directions have been made as concise as possible. Standard works on the various subjects treated have been consulted. Methods have been included for the examination of all substances likely to be met with in practice, and for which analytical methods are available, and the trained worker will appreciate the usefulness of a book which is the joint production of a public analyst and a pharmaceutical worker's chemist.]

Kolthoff, I. M., and Furman, N. H. — *Volumetric Analysis*. 9½ in. by 6 in. Volume I. Pp. xvii + 269. 15s. Chapman & Hall, Ltd., 11 Henrietta Street, Covent Garden, London, W.C.2. [This volume, divided into ten chapters, deals with the theoretical principles of volumetric analysis. An explanation of the phenomena of volumetric analysis is given in Chapter I, which deals exhaustively with those phenomena at present clearly understood. The principles of quantitative precipitation, formation of complex ions, dissociation and H-ion concentration are some of the aspects considered. The considerations and deductions are important, not only for ordinary volumetric analysis where the end point of a reaction is determined by an indicator, but also for physico-chemical titration methods, especially potentiometric titrations. Physico-chemical methods are treated briefly in a later section. Chapter III deals with oxidation and reduction reactions. The subject of indicators is treated fully in Chapter IV, and Chapter VI is devoted to speed of reaction, catalysis, and induced reactions. The author treats of the theories of catalysis in so far as they are of interest for the purpose of the book. Adsorption phenomena in quantitative precipitation are dealt with in Chapter V. Volumetric methods of organic chemistry are summarised. Tables of physico-chemical constants and an author index and subject index are given. A knowledge of the theoretical foundations is necessary to a decision as to the applicability of a method, and this volume dealing with the most important theoretical principles of volumetric analysis will be of service to advanced students.]

The Value of Goodwill

By Chandos Bidwell, M.B.E.

"GOODWILL" is a very slack word. It does not, in itself, suggest even a quarter of the business influences which it covers. The inability of a business buyer to write off his goodwill account, by appropriation of a small percentage of annual profits over a reasonable period, does not prove that the original vendor had over-estimated the goodwill value. It may just as well mean that the buyer has not efficiently exploited the income-producing potentialities of the concern as established and priced by the vendor. Factors, the income-producing potentialities of which the goodwill-estimating chemist must review are effectively summarised in the remarks on commercial goodwill made by Lord Lindley in 1901, during the hearing of a case in the Court of Appeal. He said: "I understand the word to include whatever adds value to the business by reason of situation, name and reputation, connection, introduction to old customers, and agreed absence from competition, or any of these things."

SITUATION

is the first of these all-important factors. In one street, the passers are receptive to window display, because they expect to buy in that street; in another, they will be hurrying along to work or play with little thought of spending money. Here is the prime difference in situation—in the one case far less effort to catch the passer's eye will produce greater income than a greater effort in the other case. In one shop past profits may be a sound guide to future income because the district shows no changes in the nature of its inhabitants or in their numbers. But in another those past profits may be disregarded because a hundred new houses have been built in such places that most, if not all, of the future dwellers in them will have to pass the shop on their way to town or amusements. By selling, the vendor is forgoing the probability of greatly increased income. The nature of the dwellers in the district, their spending capacity and their habits in dealing with accounts rendered are also goodwill factors.

PERSONAL GOODWILL

To all this "situation" factor the term "local" is given when evaluating goodwill. Local goodwill is, obviously, inseparable from the concern, although it may increase or diminish in value. There are chemists' shops in which this locality factor may be more substantial than any connection, but on the outskirts of a town it is generally the regular custom which is the more valuable as a potential income-producer. "Name and reputation" are, in fact, personal goodwill factors. As such it is difficult to set on them a value. For name and reputation are so closely interwoven in the retail concern, and both are so intimately dependent on the personality of the proprietor, that they do not appear to have any very high cash significance of themselves. Mrs. Jones may have heard that John Druggist, whom she has met in connection with church work, is the man where anything for the medicine cupboard or the toilet is required. On the strength of that "name and reputation" she may decide to patronise his shop. She may find that his name is over the door, but that another is in his place behind the counter. Thereupon she may find that John Druggist has sold the concern to F. A. R. Macey, and she will have to prove for herself whether or not that man is efficient. Yet the successor of one who has built up a big reputation must pay something for the opportunity to demonstrate his own ability to those who may come, as did Mrs. Jones, expecting to find the original chemist. The "name and reputation" factor is different, of course, in a limited company's branch, and also when the vendor of the concern has any proprietary preparations the rights in which he is prepared to abandon.

REGULAR CUSTOM

"Connection and introduction to old customers"—that is the most widely understood of all goodwill factors. It is, of course, of paramount importance, but it must not be considered to the exclusion of all other factors. It is the ability to say to one who contemplates purchase of the concern: "These people will come or 'phone you for

all they want in the way of medicines, toilet requisites, photographic and the rest. Treat them as I have treated them, seeking always to give them what they wanted, at the price they were prepared to pay and in the way they wanted to buy, and they will produce so much in the first year of your trading." And the wise business-buyer will satisfy himself that the spending capacity of these regular customers is as good as it has been and appears to be. Similarly the wise vendor will point out that this customer is a bank clerk with yearly increasing salary, and that his wife, therefore, tends to increase her appropriations for toilet and similar purchases. Agreed absence from competition affects the retailer little, and, in so far as it may affect him, is self-explanatory. "That will produce so much in the immediate year," the goodwill estimator may say of regular custom. Then he must consider the period over which his influence in that connection will be felt in some degree. The vendor's influence, obviously, does not remain constant or perpetual. That is not to say that the profits of the concern will fall. They may remain unchanged or they may rise, but that portion of them which is the outcome of the vendor's efforts must fall. So, if a certain factor is anticipated to produce £100 next year, and if the influence producing that money will be felt for, say, ten years, that annuity will not be worth £1,000. The diminishing nature of the annuity make it worth something more like £600.

SUPERPROFIT

On every £100 of profit which the chemist purchaser may be expected to net, £20 has to be paid out in income tax. The man who has to make that payment has the unquestionable right to see that it is deducted when considering what he will pay for goodwill, which might be called the prospect of future income. To the buyer of a business, the value of existing connection is the difference between what he will be able to net with its help and what he would have earned had he initiated a concern, and had to attract and cement the custom of every patron himself. It must be remembered, however, that none buys a business unless he considers that his money will be more productive than if invested in sound industrial shares. He will only be prepared to pay, therefore, for such portion of anticipated profit as is in excess of the rate of interest which ordinary shares would return him. Technical jargon says that he will pay only for "superprofit." If £100 profit represents a rate of 15 per cent. on capital invested, then the buyer would be prepared to pay only about £54 for that anticipated profit; not 20 per cent. of £66, but 8 per cent. A further consideration is that the promise of £100 to be gained in ten years' time—or two years' for that matter—is not worth £100 to-day; it is worth only that sum of money which, with compound interest at the best obtainable rate, will amount to £100 in ten years. The wise business buyer will remember that fact when paying for future profits. Gathering these considerations into one calculation, we find that £100 annuity (i.e., annual expectation) for their value at 7 per cent. is worth to-day, £179. At 10 per cent. the same annuity for the same period is worth, £171, at 15 per cent., £159. £100 for five years is worth, at 7 per cent., £257, at 10 per cent., £242, at 15 per cent., £220. £100 for ten years is worth, at 7 per cent., £425, at 10 per cent., £386, at 15 per cent., £352.

I would add a word on the way in which the buyer of the business is going to handle the entry which he must make in his books under the heading of "Goodwill." He must not let it stand like that for ever. It is true, as I am sure many will point out, that the goodwill value of a concern does not decrease if the business sustains a reasonable level. But many may forget that they have purchased the business potentialities set up by their predecessor. Each year those potentialities diminish, and their place is taken by others established by the new-comer's "name and reputation, connection" and the rest. So the amount paid for those potentialities must be gradually written off. This may best be effected by applying a small percentage of annual superprofit, say, 5 per cent., to reducing the balance on the goodwill account. If this is not done a false position is created, and, at some future date, the chemist will be faced with the need for wiping out an item the value of which has ceased to exist.

Book-Keeping for Chemists

By S. Howard Withey, F.C.I., etc.

VI.—Balancing the Set of Books

ONE of the most outstanding advantages of modern double-entry book-keeping, compared with the old and incomplete single-entry method, is the ability to balance the set of books and so to verify the accuracy of the entries made during any accounting period. Each business transaction has its debit or receiving side and its credit or giving side, and by carrying out this essential principle it follows that the total of all the debit entries made in the chemist's books of account will exactly correspond with the total of all the credit entries, providing no errors have been made in any of the postings or additions. Broadly speaking, the books fall under two headings, viz., the ledgers and the subsidiary books. The latter consist of the books of original entry, such as the sales book, purchases book, cash book and petty cash book; but as all the items recorded in these books will have been posted to the different ledgers, either separately or in total form, the entire set of books can be balanced by tabulating the figures shown in the ledgers.

It is neither necessary nor in any way advantageous to summarise the debit and the credit totals of the various ledger accounts. The chemist will find it much more convenient to ascertain the balance of each account, and to set down these balances on a sheet of ordinary account paper provided with two money columns, the debit balances being shown in the left-hand column and the credit balances in the other. This list of ledger balances will constitute what is known as a trial balance, which should always be prepared and agreed before any serious attempt is made to ascertain the amount of net profit made or the extent of the net loss sustained. The first item to be set down on the trial balance will be the cash-book balance at the close of the particular period under review. Being really nothing more than a ledger account separately bound in book form for the sake of convenience, the cash book should be treated as a ledger account, both the amount of cash in hand and also the bank balance being extracted. The cash balance should correspond with the contents of the till or cash box as at the date of balancing, the amount being recorded in the debit column on the trial balance, while the bank balance should be reconciled with the bank pass book and set down either in the debit or the credit column according to whether the amount represents the balance standing to the chemist's credit or an overdraft. With regard to the balances of the accounts kept in the sales ledger and the purchases ledger, these need not be detailed on the trial balance. A list of sales ledger balances and a list of purchases ledger balances should be made out at the end of the period, the total of the former being shown in the debit column on the trial balance, and the total of the latter in the credit column.

The next step will consist of an examination of each account kept in the impersonal ledger. The balances of the different nominal or expenses accounts will have to be ascertained and set down in the debit column, with the ledger folio and the name of the account in each case, and the balance of any account representing a gain or profit made will be shown as a credit balance. These amounts will later be transferred to the periodical profit-and-loss account, after which the accounts should be ruled off. The balance of each asset account should be shown as a debit item, and that of each liability account as a credit item, these figures being subsequently summarised in the form of a balance sheet exhibiting a true and correct view of the chemist's financial position with regard to the business and to the outside world. As soon as all the ledger balances have been recorded on the trial balance, the two columns should be added up. If these two totals disagree with each other, the disagreement will be the result of one or more of the following errors:—

(1) An amount recorded in one of the books of original entry has not been posted to its respective ledger account.

(2) A total of one of the subsidiary books has not been transferred to the ledger.

(3) An amount has been posted to the ledger more than once.

(4) An item entered in the cash book, sales book, purchases book, etc., has been posted to the wrong side of the ledger account.

(5) The balance of a ledger account has been incorrectly set down on the trial balance. This applies to the sales and purchases ledgers, as well as to the impersonal ledger.

(6) A book or an account has been incorrectly added.

A suitable system of internal check and control will reduce errors and irregularities to a minimum. As far as possible, the various routine jobs and staff duties should be arranged in such a way that each operation is performed, in the first place, by one person, and afterwards checked by another person. The following is a specimen trial balance, the figures being purely hypothetical, and taken for illustration purposes only:—

TRIAL BALANCE
December 31, 1928

	DR.			CR.		
	£	s.	d.	£	s.	d.
Cash in hand (including petty cash)	10	9	6			
Cash at bank	426	10	0			
Sales ledger balances, as per list	295	7	6			
Purchases ledger balances, as per list				186	15	9
Stock, as at December 31, 1927	2,118	14	11			
Sales, less returns inwards				16,181	12	3
Purchases, less returns outwards	10,441	10	1			
Wages and salaries	519	11	11			
Rent, rates and taxes	237	18	6			
Gas, water and insurance	105	19	3			
Advertising and stationery	195	10	0			
Travelling expenses and commission	270	2	2			
Carriage and cartage	46	11	7			
Repairs and renewals	38	19	5			
Postages and office expenses	49	10	1			
Bad debts	17	18	2			
Depreciation	45	0	0			
Discounts				129	18	6
Sundry shop expenses	75	11	8			
Leasehold premises	1,500	0	0			
Chemical and pharmaceutical machinery	176	14	6			
Loose tools, implements, and appliances	85	10	1			
Furniture, fixtures, and fittings	125	15	6			
Motor transport	350	0	0			
Capital account				634	18	4
	£17,133	4	10	£17,133	4	10

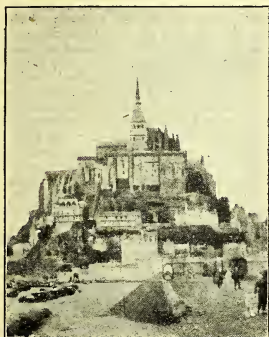
It will be observed that the various ledger balances consist of (a) expenses or gains, and (b) assets or liabilities. The debit balance of an expenses account is a charge against the periodical profits, while the credit balance of a nominal account must be added to the gross profit when preparing the profit-and-loss account. The debit balances of the different asset accounts will have to be enumerated on the assets side of the balance sheet and the liabilities on the other side. Before attempting to prepare the final accounts from the figures shown on the trial balance, it will be necessary to provide for all expenses and charges, or proportions of them, which have accrued at the balancing date but have not yet been passed through the books.

A list should be made out showing the wages, salaries, taxes, expenses, etc., owing by the chemist and unpaid at the balancing date, these amounts being treated in the books as reserves by debiting the respective ledger accounts and bringing down the same amounts as credit balances to commence the next year or period. When all reserves and apportionments have been treated in this way, the balance of each expenses account can be transferred to the profit-and-loss account, the total of the reserves being included among the liabilities on the balance sheet. In like manner, proportions of amounts due to the chemist at the time of stocktaking, including advertising payments, insurance premiums, and other similar charges covering a period extending beyond the date of the balance sheet, should be calculated by the day and the amounts credited to their respective impersonal accounts before ruling off, and then brought down as debit balances to commence the following period. The total of these reserves will have to be included on the assets side of the balance sheet.

Britons in Brittany

By Ethel K. Hughes, Ph.C.

ACCORDING to the best authorities, really "first-class" saints sailed to Brittany on their tombstones—which stones can be seen to the present day, in many secluded hermitages, in this pleasant land. As our comfortable steamer rolled and plunged through the choppy Channel waves, en route from Southampton to St. Malo, we came to the conclusion that those saints of old richly deserved their haloes, unless the tombstones exerted a special sanctity which made the voyage pleasanter than we found it. However, once we had berthed at St. Malo we forgot our troubles of the night in delight at the beautiful scene before us. The wide bay was dotted with innumerable rocky islets, some of which were fortified, but most just the haunts of sea birds. The old town, with its square towers enclosed within massive city walls, must have been a tough morsel for any invader before the days of bombs and aeroplanes. It is very attractive, but do not stay in St. Malo unless you are proof against narrow and smelly streets, with the garbage and dust carefully laid in little heaps. But near to St. Malo, a short run in an electric boat across the bay, is the tourists' paradise—Dinard, which lies high on the cliffs of St. Malo's bay, with delightful



MONT ST. MICHEL

views of old St. Malo and the beautiful mouth of the Rance in the distance. Through an artificial arch in the cliffs one enters another lovely bay, round which the modern Dinard has now spread itself.

From Dinard we went to Mont St. Michel, through Dinan, perched high above the picturesque Rance, with its beautiful and lofty suspension bridge. Mont St. Michel is a beautiful disappointment. Seen from afar over its stretch of golden sands, it is like a fairy castle, so perfect in outline, so delicate in colouring. But there is nothing fairylike about the town itself at close quarters. The little beach is packed with motors and the narrow streets with visitors and visitors' souvenirs. The Abbey itself is wonderful; delicate and graceful in the cloisters, massive and solid in hall and dungeon. The trying part was that one could not linger to enjoy any specially lovely bit. Also, the Abbey has been taken over as a National Monument by the French Government, which means that the beautiful husk remains, and will remain, for all time, but the life within has gone.

The next morning we left charming, sophisticated Dinard by the Grande Route de la Bretagne for the wild west. Wild it is, as far as the coast is concerned, and very beautiful. We flashed through the little new seaside resorts, which all leave the same impression of yellow sands, blue sky and sea, and rudimentary little village. Inland the scenery is not exciting. We disembarked from our charabanc and walked round Cap Fréhel, one of the outstanding points of North Brittany, terminated by a lighthouse. One could spend a day

exploring its caves and grottoes, and up-and-down, winding little paths. We lunched at Sables d'Or les Pins, the place so widely advertised round London last year. It is very new as regards buildings. On we sped, through sleepy little market towns, till at last we reached St. Brieuc, our resting-place for the night. St. Brieuc is a typical, picturesque, rather dull, provincial French town, with some interesting old churches and houses, but to our minds the only outstanding feature is the really charming view from the promenade of the Palais de Justice. One looks down a drop of several hundred feet to another little town, the river port of St. Brieuc, and the river and road running to the sea, two miles away. The next day we left St. Brieuc early for Morlaix, a town entirely dominated by a beautiful and enormous viaduct, which carries the main line traffic from Paris to Brest. The lines run on arches two hundred feet high, and they span the entire valley, at the bottom of which nestles the little town. It seemed to us sunless and airless, but the town contains 16,000 inhabitants, so I suppose some people appreciate living under railway arches. On the way from St. Brieuc to Morlaix we passed many charming headlands and several interesting little towns, chief of which were Paimpol, Perros-Guerc, Treguier and Ploumanach. These are typical Breton place names. The language is fascinating to hear, quite unlike French, but (I am told) like the now obsolete Cornish. Each letter is sounded, which is about all the visitor can grasp, but that is a help, when one wants to take a ticket to some unheard-of place. Paimpol is a delightful little port, the home of the Icelandic and Norwegian fishing fleets; it has been immortalised by Pierre Loti in his charming novels. We think of it in a series of vivid memories—a bright blue sea and sky, a dazzlingly sunny and dusty little town, a hotel with glass-roofed dining room, with flowers and shrubs growing in the room, and charming pictures by different artists on the walls, most of them for sale or sold. Beyond Paimpol is the island of Bréhat, one of the most fascinating "bits" of this beautiful coast, for amid the grim rocks of the north-west coast it looks semi-tropical. Aloes, palms and other sun-loving plants flourish, and it is set in the bluest sea I have ever seen, not excepting the Mediterranean at Mentone or Nice. We had not time to visit Bréhat, but as seen from the mainland it seemed a veritable "Island of the Blest" set in a turquoise sea.

On the third day of our tour we passed through St. Thegonnec, where is a fine church. The Breton cathedrals and churches are very different from the glorious buildings of North France, in which Gothic architecture has reached its highest beauty. Though very beautiful in their own way, they are smaller and less striking, more like the lesser cathedrals of England. The distinguishing feature of most is its Calvary. That at St. Thegonnec is especially beautiful, though not so large as some. At Tregastel, a pretty little sea-side place in North-West Brittany, the rocks are piled high and in grotesque shapes, both on shore and out at sea. One of the largest has been carved into a huge bearded figure. Not far from Tregastel are the chapel and statue of St. Guirec, the patron saint of girls who wish to marry. The suppliant sticks a pin into the nose of the saint, whether to spur him on to a livelier sense of his duties, or because in his lifetime he had a passion for collecting pins, the legend does not relate.

MORGAT

After three and a half days of strenuous motoring, we arrived at our journey's end, Morgat, a little village in the far west of Brittany. It is a long way to Morgat, but it is worth the going, for of all the fairy lands of France it is one of the most perfect. It is a tiny fishing port, situated on a big peninsula, so one gets sea and sea views on nearly all sides. With the breezes of the Atlantic one gets the sun of the Midi, having come far enough south to be out of the range of the grey skies and chilly rains, which often afflict the Channel coast, even in August. To enjoy Morgat in its perfection one should stay a little out of the port, among the pine woods and gorse-covered hills on the west side. We found an ideal little hotel,

always spoken of as the hotel with the fuchsia hedge. Not only does the fuchsia hedge give a blaze of colour round the house, but in the garden was a mimosa tree in full bloom, and scarlet and yellow parasols, under which all meals were usually served. We spent days of delight in this little paradise. At the back of our hotel were hills and commons covered with pine woods and gorse, literally humming with bees and the clicking of grasshoppers. In the morning one woke to find the sun pouring its light



FISHING BOATS AT CONCARNEAU

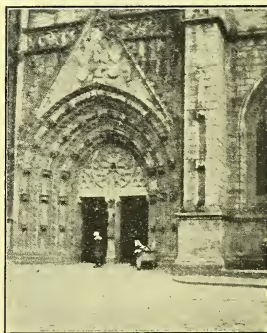
over little Crozon and its tall church, which stood just across the bay; that was the time to bathe. We found one beach of which we were especially proud. After following a tiny path through the gorse and heather, we rounded a corner and there, about twenty feet below, was the most delectable beach, but cut off by a slab of nearly perpendicular rock. The afternoons were really hot; we spent them in the pine woods, where the silence was so deep that the dehiscence of the pine cones sounded like miniature explosions. In the cool of the evening we took long walks to the different parts of the peninsula, which is something like Cornwall, with high cliffs and numerous little headlands and caves, where we heard once more the "resolute" swish of the Atlantic breakers, so different from the tiny waves which lapped our little bay so gently. The great thing was to stay on the hills long enough to see the sun sink into the sea, setting the western horizon on fire; against this blaze the sails of fishing boats stood out black as a crow's wing.

The people of the Crozon peninsula wrest a hard living from the sea and gorse-grown stony land. Very hard work it must be, grubbing up those century-old roots; the first year there seemed to be as many young gorse plants as there were potatoes or grain, but the second year's crops were good and repaid the toil spent on them. We spent Sunday going to the little seaport town of Camaret to see the local "pardon." A "pardon" is a kind of patronal feast of the special saint of the town. This at Camaret was quite a small one, but was combined, as usual, with a fair. After the short service in the tiny church on the edge of the sea, we sat at a little hotel on the harbour front. A Breton and his wife and child came up and ordered some cider. With his meal of milk, the child was given sips of his mother's cider, and an occasional green grape. We "took off our hats" to the digestion of a Breton baby, for he looked bonny and flourishing on his mixed diet.

DOUARNENEZ BAY, QUIMPER AND CONCARNEAU

The following Thursday we were due at Concarneau, so we decided to go by boat from Morgat to Douarnenez across the bay. We left in glorious sunshine; but before we had reached even the middle of the bay a storm arose, and our cockleshell of a boat was pitching and tossing at every conceivable angle, as it met the great force of the Atlantic waves. Then came a deluge of rain and soon we

were wet to the skin. We found Douarnenez a picturesque town, entirely given up to the catching and canning of sardines. There is a pretty little suburb, but in the storm we missed the landing place for that. The next day was bright and sunny, and we spent it in Quimper, the capital of the district of Cornouaille (Breton for Cornwall) and a town of 20,000 inhabitants. One of the chief attractions of Quimper is the beautiful old cathedral with its twin steeples which dominate the town, giving it that air of dignity which most cathedral towns possess. Inside there is some interesting old glass and realistic carving. Quimper is situated on the river Odet, and its quays are one of the most charming spots in the town. Another attraction (to us) was the really amusing stores, like Woolworth's, only with better merchandise. We spent a long time there, where it was possible to buy nearly everything. Concarneau is a town of contrasts. It is an artist's paradise, and an important sardine-canning centre; its street smells are truly dreadful, and its sea breezes glorious; it contains "La Ville Close," otherwise the original, old town of Concarneau, complete within its fifteenth-century walls, and three modern beaches "bordered by neat villas" (to quote a guide-book). From all of which one may gather that it is important to stay in the right place in Concarneau. The artists of Concarneau are the genuine articles, who paint pictures to sell, not amateurs painting to pass the time or to produce charming mementoes of a delightful holiday. A real artist, one imagines, develops the sensibility of his eye at the expense of that of his nose, for in the depths of the harbours of Brittany, flourishing on the smells, the man and woman with the easel were always to be found. And very beautiful work some of them did. Concarneau is full of "colour." The sailors wear brilliant orange and tomato-coloured clothes, the sails of the hundreds of fishing boats are every shade of orange, scarlet and yellow, with a few cool blues and greens, the very nets are sky-blue—a really beautiful, soft shade—to match the water, and so avoid scaring the fish, we were told! At each end of Concarneau, a mile or two to the north and south, are most delectable spots. On the north a little river trickles into the sea; on the coast are delightful cliffs and very good bathing; in the background are beautiful woods of beech, pine and chestnut, with paths and walks innumerable. On the south, beyond the old town and the bridge (or you can cross by the ferry),



QUIMPER CATHEDRAL—WEST DOOR

is a real little picture spot. Here one may bathe, laze under the pines, make a little fire or boil a little kettle, all undisturbed. One morning we spent at the old Breton chateau of Keriole, left to the nation by a count of the last century. It is not huge like the chateaux of the Loire, but it is perfect in its proportions and appointments. One sees everything, and it is not difficult to imagine the picturesque old-time inhabitants in these gracious surroundings. England received us with rain, but this step-motherly treatment only enhanced our gratitude for the almost continual sunshine of the "Land across the Water."

Trade Notes

PEPSODENT.—The Pepsodent Co., India House, 8 India Street, London, E.C.3, announce the new terms for their dentifrice elsewhere in this issue.

HARLEY'S THREE SALTS.—Mr. Thomas Harley, manufacturing chemist, 55 Methven Street, Perth, is making a bonus offer in connection with this proprietary.

WINDOW-DRESSING COMPETITION.—Thomas Ward & Sons, Ltd., Wardonia Works, Sheffield, give details of a competition in connection with their razor blades on another page.

OPTICAL REQUISITES.—E. Gray & Son, Ltd., 13 and 20 Clerkenwell Road, London, E.C.1, offer twenty-four hours' prescription service. A price list of tools and sundries used by opticians will be sent post free on application.

KIDULTZ.—Milner & Coke, Ltd., manufacturing chemists, 11 John Penn Street, London, S.E.13, have placed on the market an effervescent fruit laxative suitable for children. Further particulars will be found in the advertisement pages.

ENGLISH PEPPERMINT OIL.—Bruce Starke & Co., 16 Water Lane, Great Tower Street, London, E.C.3, who are the sole selling agents for the peppermint oil produced by Chivers & Sons, Ltd., Histon, Cambridge, offer to send a sample and quotation on request.

COMMENCING on September 15, Paloma vanishing and massage creams are to be nationally advertised by C. Keith Thomas (Park Royal), Ltd., Tudor Works, Abbey Road, Park Royal, London, N.W.10.

POPPY HEADS.—T. H. Smith, 1a Chapel Street, Wisbech, has sent for our inspection a number of his English-grown poppy capsules. The fruits average 10-11 in. in circumference, and have few black spots, while the surfaces are hard, dry and almost free of indentations; they are thus of excellent condition and good quality.

PRUNOL.—The manufacture of this well-known laxative has been taken over by the reconstructed company, Prunol Products, Ltd., Buckingham Gate, London, S.W.1, who hope to extend still further the considerable goodwill built up among the medical profession, chemists, and the public during the few years Prunol has been on the market. With this object the product is to be nationally advertised, and chemists are invited to carry stocks to meet the resulting demand. Prunol is a confection prepared from prunes, ginger, sugar and senna, but the distinctive taste usually associated with products containing the last-named has been so effectively disguised that the jelly will be taken readily by children and fastidious adults. Display material will be sent on application.

Recent Patents

Abstracts of specifications of recently-granted patents for inventions. The complete specification (1s. each including postage) of any British patent can be obtained from the Patent Office, 25 Southampton Buildings, London, W.C.2, on quoting the name of the patentee and the number of the patent.

Soap Threads.—A method of manufacturing dry, non-inking and readily soluble soap in the form of threads, characterised by the feature that soap is forced through nozzles having orifices of 0.4 to 0.5 mm., the aperture not exceeding 1 mm. diameter, at ordinary temperatures. The filaments dry rapidly, do not stick, and can be packed immediately. (Dr. A. Welter, Krefeld-Rheinhafen, Germany. 307,549.)

Arylamine Sulphonic Acid.—Aceto-acetamidide is mixed with oleum at 0°-10° C. The mass is allowed to stand and afterwards poured on ice, neutralised with lime or chalk, the calcium sulphate filtered off, and the reaction product converted to the sodium salt. The solution is rendered acid with acetic acid, evaporated, and the resultant sodium salt of aceto-acetamidide sulphonic acid, easily soluble in water, may be coupled with diazotised aniline or diazo sulphonic acid. (I. G. Farbenindustrie. 307,531.)

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1929, p. 333.

(From "The Trade Marks Journal," August 14, 1929.)

- "HEXELA" for goods (1). By L. J. Pointing, 27 St. Mary's Chare, Hexham-on-Tyne. 500,553.
- "DIAMOND PIN" with device of pin; for chemicals (1), and for adhesives (39). By Kay Bros., Ltd., St. Petersburg Mills, Stockport. 503,782/783. (Associated.)
- "ASCURINE" for an animal medicine (2). By D. Davies, 50 Cock Lane, London, E.C.1. 501,306.
- "PHOSPHAMMO" and "SUPERPHOSPHAMMO" for fertilisers (2). By Synthetic Ammonia & Nitrates, Ltd., Chilton's Lane, Billingham, Stockton-on-Tees. 502,813/814. (Associated.)
- "LYSOLATS" (Lysol Tablets), with label design; for lysol preparations in tablet form (2). By Solidol Chemical, Ltd., Ashmead House, Disney Street, London, S.E.1. B500,953. (Associated.)
- "PURITIZE" for disinfectants (2). By Arthur J. Harris & Co., Ltd., 44 Upper Milk Street, Tithebarn Street, Liverpool. 503,402.
- "MAL-NEE" POWDERS; for medicinal powders (3). By J. Meaking, 112 Newcombe Road, Handsworth, Birmingham. 501,555.
- "FISSAN" for medicinal chemicals (3). By Deutsche Milchwerke A.G., Darmstadtstrasse 25, Zwingenberg, Germany. 488,956.
- "AKLA" on oblong shape; for medicated pastilles and tablets (3). By Apotekarnas Kemiska Laboratorium Aktiebolag, Birger Jarlegatan 66, Stockholm, Sweden. 499,492.
- "SUNSHINE" with device of sun rays and fantastic figure on circle; for medicinal chemicals (3). By Sunshine Remedies, Ltd., 8 West Halkin Street, London, S.W.1. 493,343. (Associated.)
- "DAYELLE" across device of bell; for medicinal chemicals (3). By D. Bell, 134 High Street, Lockerbie, Dumfriesshire. 501,020.
- "RIDALEX" for, eczema remedies (3). By Ashworths (Chemists), Ltd., 72 Waterloo Road, South Shore, Blackpool. 503,563.
- "MALGON" for a headache and nerve remedy (3). By Alexander Richmond, 61 Pleasance, Edinburgh. 503,682.
- "ANTI-RHO" for pills and bath powder (3). By W. A. Davies, 204 Kent House Road, Beckenham. 503,687.
- "FENASO" for medicinal chemicals (3). By W. B. Cartwright, Ltd., Mount Vernon Road, Larkfield, Rawdon. 504,331.
- "PHOTO-MATIK" for all goods (8). By S. Hart and J. I. Stealey, 76 West Street, Brighton. 492,330.
- "STERIOACE" for diagnostic devices (11). By Raphael's, Ltd., 57a Hatton Garden, London, E.C.1. 501,409.
- "ISOMPTULE" for glass ampullas (15). By "Isa" G.m.b.H., 10 Goethestrasse, Frankfurt-am-Main, Germany. 498,199.
- "KREMILLS" for toilet paper (39). By J. E. Watts, 28 Lincoln Street, Nottingham. 501,957.
- "SOYOLK" for infants' and invalids' foods, etc. (42). By The Soya Flour Manufacturing Co., Ltd., 7 Mincing Lane, London, E.C.3. 502,253. (Associated.)
- "LUX" with carton device including "LUKS" for goods (47), and for perfumery, etc. (48). By Lever Bros., Ltd., Port Sunlight, Cheshire. 504,710/171. (Associated.)
- Portrait of applicant with facsimile signature "A. J. Patel" for perfumery, etc. (48). By Ambalal Jowabhai Patel, The Menze Stores, Plot No. 1, Block D, Kampala, Uganda Protectorate. 500,992. (Associated.)
- "SUNGLINTINE" for perfumery, etc. (48). By J. S. Smith, County Hotel, Prince Consort Road, Hebburn-on-Tyne. 503,124.
- Circle with girl seated on mule bearing baskets of flowers; for perfumery, etc. (48). By Potter & Moore, Ltd., Lavender House, Tysen Street, Dalston, London, E.8. 503,840.
- "MAREVA" for perfumery, etc. (48). By Société Anonyme Douillet-Doucet, 19 Rue de la Paix, Paris. 504,366.

(From "The Trade Marks Journal," August 21, 1929.)

- "EL CID" for photographic chemicals, etc. (1) and for tartaric acid, etc. (42). By Burton, Baker & Co., Ltd., 16 Eastcheap, London, E.C. 504,765/766. (Associated.)
- "MIGHTY ATOMS" for veterinary preparations (2). By H. J. Taylor, 3 Byron Street, Moor Lane, Preston. 499,731.
- "ZOFLORA" for disinfectants (2). By Thornton & Rose, Ltd., Colne Vale Road, Minsbridge, Huddersfield. 503,873.

Births

Notices for insertion in this column must be properly authenticated.

HUNTER.—At Langholme, Mesnes Road, Wigan, on September 1, the wife of Alfred H. Hunter, chemist and druggist (Hunters, chemists), of twins (boys).

Marriages

JACKSON—WILSON.—At Murrayfield Parish Church, Edinburgh, on August 24, by the Rev. Ninian Hill, Francis Joseph Jackson, Ph.C., M.P.S., Preston, lecturer at the Royal Dispensary School of Pharmacy, Edinburgh, to Flora Kirkwood Wilson, M.P.S., late manageress, drug department, Co-operative Stores, Kincardine-on-Forth, Fife.

SAMPSON—JONES.—At Swinton, Yorks, on July 22, John Norman Sampson, M.P.S., F.S.M.C., eldest son of Mr. J. Sampson, North Tawton, to Edith Jeanie, only daughter of the late Mr. John E. Jones, Mafeking, South Africa, and Mexborough, and granddaughter of the late Mr. John Jones, M.P.S.

WOKES—GALE.—At Clapham Parish Church, London, S.W., on September 3, Frank Wokes, B.Sc., Ph.C., son of Mr. T. S. Wokes, Ph.C., Grassendale, Liverpool, to G. Gale.

WYNTER—MURPHY.—At Shottetmill Church, Haslemere, Surrey, on August 21, Harold W. S. Wynter, M.P.S., to Constance, only daughter of Mr. T. W. Murphy, Haslemere.

Deaths

ANDERSON.—At Gladstone Villa, Fortes, on August 27, Jessie Anderson, widow of the late Mr. G. W. Anderson, chemist and druggist.

EVANS.—At his residence, Cartrefe, Northfield Road, King's Norton, on August 26, after a brief illness, Mr. Octavius William Evans, chemist and druggist, aged fifty-six. Mr. Evans carried on business for twenty-four years at Bourville. The interment took place at Lodge Hill Cemetery after a funeral service at the Watford Road Congregational Church.

TURVER.—On August 1, at 71 Oak Road, Crumpsall, Manchester, after long suffering, Mr. William Turver, chemist and druggist, late manager with Boots, Ltd., and formerly of 24 Frodsham Street, Chester, very dearly loved husband of the late Minnie Turver, aged sixty-three.

Business Changes

MR. M. L. GREGORY, chemist and druggist, is opening a business at 57 Kingston Road, Portsmouth.

MR. J. E. WALMSLEY, chemist and druggist, has opened a business at the Post Office, Merstham, Surrey.

MR. A. D. FOX, chemist and druggist, is opening a business at Pinches Buildings, King Street, Lancaster.

HOWARDS & SONS, LTD., manufacturing chemists, Ilford, inform us that their new telephone number is Ilford 1113 (six lines).

MR. W. SLATER HAIGH, chemist and druggist, has acquired the business of Mr. T. T. Sturdy, chemist and druggist, 9 Market Street, Woodhouse, Sheffield.

MR. GEORGE W. FINALAY, Ph.C., Cullen, has taken over the business of Mr. John Donaldson, chemist and druggist, Portknockit, which he will carry on as a branch.

MR. J. G. JONES, chemist and druggist, has taken over the business at 60 Commercial Street, Ystalyfera, Swansea, formerly carried on by Mr. W. L. Perkins, chemist and druggist.

DUDOK DE WIT & Co., Amsterdam, inform us that their business has been converted into a joint stock company under the style of Handelsvereniging van Dudok de Wit & Co. N.V.

Personalities

A CERTIFICATE OF NATURALISATION has been granted to A. Sourasky, medical practitioner, 107 Brondesbury Park, Cricklewood, Middlesex.

MISS M. WOODWARDS, a young member of the staff of Boots, Ltd., Guernsey, has swum from that island to the smaller islet of Herm—a notable feat. The three miles' swim was accomplished in 1 hour 40 minutes.

MR. D. FRIEDMAN (Bovomalt, Ltd.), Durban, South Africa, is at present in this country on business, and may be addressed c/o Ochberg, Robinson (Pty.), Ltd., 19/25 Finsbury Court, London, E.C.2.

MR. R. R. BENNETT, B.Sc., F.I.C., Ph.C., a director of The British Drug Houses, Ltd., addressed the Chester Rotary Club, on August 26, on "The Importance to the British Empire of the Chemical Industry." The president of the Club, Mr. R. Cecil Owen, B.Sc., occupied the chair.

MR. J. LAWRENCE TOON, who has been awarded first place in this year's competition for the Leverhulme scholarship, is assistant to

Mr. G. H. Hannam, chemist and druggist, Belgrave Road, Leicester. Educated at Wyggeston Grammar School, where he matriculated with distinction in chemistry, Mr. Toon was apprenticed (and later became assistant) to

Mr. C. A. Forryan, chemist and druggist, Hinckley Road, Leicester. He passed the Preliminary Scientific examination two years ago following a course of study at the Leicester College of Technology. On the results of examinations taken during the last session at the College he has been awarded the following prizes: (1)

A. E. de St. Dalmas—first prize open to part and full-time students; (2) Leicester Branch of the Pharmaceutical Society—first prize for chemist and druggist, qualifying course, open to part-time students; (3) the British Pharmaceutical Codex for student-associates. Mr. Toon also obtained the highest marks in the Fairchild scholarship.



Mr. J. L. Toon.

Wills

MR. STEPHEN TAYLOR, J.P., of 12 Ainslie Street, Baitow-in-Furness, chemist and druggist, who died on March 11 last, aged seventy-three years, left estate of the gross value of £2,836 2s., with net personality £2,423 10s.

MR. PHILIP HENRY MASON, of Bank Plain, Norwich, and Hartford Hills, Eaton, Norwich, senior partner of Nutthall & Mason, chemists, London Street, Norwich, left £9,863 4s. 8d., with net personality £9,206 7s. 10d. Probate is granted to Austin Mason, of Carrow Hill, Norwich, son, and Charles Belfield Hill, of Hartford Hills, solicitor. He gives the income from £500 to his cousin, Anna Mary Smith, and the residue of the property between his children, Philip Austin and Frances Hill.

Information Department

Postal or telephone information with respect to makers or first hand suppliers of the undermentioned articles will be appreciated.

L/298. Benacol	N/198. Sano a suspensory
B/218. Oxydonor (present address)	bandages
B/349. Rheumatic blood salts	C/49. Sitwell tooth-brushes
C/308. "Saffron cakes" for external application	B/49. Thiodine brine salts
	M/29. Winchester X-ray outfit

Observations and Reflections

By Xrayser III

Mr. E. H. Simmons

is wise in his generation, and has foreseen something that never seems to have occurred to any of those who have been so earnestly advocating the scheme for a so-called "Pharmacy Week." Inasmuch as the word "pharmacy" is not in itself the subject of any legal restrictions, it is open to others than chemists and druggists, as Mr. Simmons points out (*C. & D.*, August 31, p. 248), to take advantage of the chemists' advertising of "Pharmacy Week" for their own benefit. It does not appear that anyone else present at the meeting at which Mr. Simmons spoke expressed approval of his suggestion that "Chemists' Week" would be a better title than "Pharmacy Week," but there is little doubt in my mind that the prevailing tendency in our ranks needlessly to cheapen the words "pharmacy" and "pharmacist" is one that many chemists and druggists may live to regret. Popularisation of a word for which we desire to secure legal protection is surely the height of absurdity, in view of the fact that there are so many unqualified people continually on the alert to take advantage of what we do and to claim in due course that they possess vested interests in the use of the word in question. It seems to me that, by the action of some too enthusiastic souls among us, the way is being steadily cleared for favourable reception at no far-distant date of proposals for admitting unqualified drug-store proprietors to some, at least, of our privileges. Has this possible contingency ever presented itself to the minds of "Pharmacy Week" enthusiasts? And does it not occur to them that a scheme which is excellent in itself may operate in such a way as to cause greater loss than gain in the long run, for lack of a little foresight in the matter of terminology?

Mixtures for Seamen,

according to the formulas which you reprint from the latest pamphlet on ships' medical scales (*C. & D.*, August 31, p. 261), are doubtless quite effective when administered for the specified purposes, but no one can charge those responsible for devising the formulas with any intention of making them palatable. One can imagine the patients taking the required quantity of cough mixture or tonic mixture as a matter of extreme necessity, without looking forward with any eagerness to the prospect of having to repeat the dose; and I should never expect the ship's master to lay himself open to the charge of giving medicine with undue frequency. Insured persons who have their mixtures made up with chloroform water, and are favoured with other refinements, must be regarded as pampered persons compared with unfortunate seamen who happen to be ill while engaged on merchant vessels. It is perhaps just as well for the reputation of the National Insurance service that the compilers of the new formula which we are being pressed to adopt did not have these ships' medical scales before them when they were engaged upon the production of their epoch-making guide.

The Ester Limit

has been reached under the Dangerous Drugs Act, 1920. By this I mean that a point has now been reached, in the making of declarations under the Act, which brings us perilously near the limit of our patience. According to the latest declaration (*C. & D.*, August 24, p. 224), Part III of the Act is now to apply to esters of morphine and their respective salts and to any preparation, admixture and extract containing any of the said esters. But what chemists and druggists need to be informed in plain and simple language is what or which are the esters of morphine. Presumably further light will be thrown upon this ester problem when a new regulation or order is issued to emphasise what more we may not do. Meanwhile, it seems obvious that Whitehall busybodies are occupying themselves during the vacation, under the shelter of an Order in Council, in providing means of countering the attempts of medi-

cal practitioners to prescribe something for a cough that need not involve them in the trouble inflicted upon them by the requirements of existing Regulations.

B.P. Revision

should be facilitated by the research work which, we are told, is to be conducted in the Pharmaceutical Society's Codex Research Laboratory, and there will be widespread satisfaction among chemists and druggists in retail business that such work should be conducted independently instead of being left to a limited number of wholesale houses. Pharmacopoeia research should always be regarded as being of sufficient importance to justify special arrangements. Moreover, it ought to be continuous, so that results of investigations may be in readiness for pharmacopoeia revisers whenever required, even at short notice. The same applies, obviously, to Codex revision, which needs to be continually going on if the best results are to be attained when republication is decided upon.

The Larger Herbals

published in England during the seventeenth century are well known to everyone who takes any interest in old books or in the beginnings of modern botany and medicine. Gerard, Parkinson, Culpeper, Coles, as well as Lovell, Salmon and Pechey, are accounted as herbalists of note. During that century there were published herbals of less significance by men whose names have not found a place in the D.N.B., and one of these is, I think, deserving of notice because of the author's practical acquaintance with medicine, as well as because of its comparative rarity. It is a duodecimo volume of about 250 pages, and is entitled "*Theobotanologia sive Historia Vegetabilium Sacra: or a SCRIPTURE HERBAL* wherein all the Trees, Shrubs, Herbs, Plants, Flowers, Fruits, etc., both Foreign and Native, that are mentioned in the Holy Bible (being near Eighty in Number) are in an Alphabetical Order, Rationally discoursed of . . . The like never extant before, by William Westmacott, of the Borough of Newcastle-under-Line, in the County of Stafford, Physician . . . London 1694."

Dr. Westmacott's Little Treatise

affords us an interesting view of the practice of the arts of healing in the heart of England at a time when the great physician-apothecary was occupying so much attention in London. This provincial practitioner writes of the "Legitimate Sons of Art, whether in Physick, Pharmacy or Chyrurgery," apparently with no fears that any questions could arise to arouse the burning jealousies aflame at that time in the metropolis. The influence of Robert Boyle finds expression in much of the information he gives concerning the uses of the various drugs; there are several recipes taken from Boyle's "Medicinal Experiments." The "*Pharmacopoeia Batanea*" is very often quoted by him. Westmacott, like most of the writers of his day, was fond of what he would now call, were he living, neologisms. One of his achievements in this line is of peculiar interest, because it is a combination of pharmaceutical elements which has not previously come under my notice. In writing of the training of a physician, among other things he names "a sensible canvassing the Elements and Principles of the *Materia Medica* by *Pharmaco-Chymical* Inspection and then a sedulous observation of matter of Fact in Diseases." There can be no doubt that he clearly had in his mind all that we now understand by the word "pharmaceutical," when he wrote "pharmaco-chymical." What we speak of as "therapeutics" he refers to as "the Methodical Application of Remedies, according to the *Judicatio*, etc." At a later point in his work he has a still more significant allusion to the pharmacist, where he again makes use of the same designation, which must be, I think, accepted as the forerunner of "pharmaceutical chemist." The quotation which follows is an excellent testimonial to the worth of the pharmacist; it runs:—"The *Pil. ex duobus* required to be refined, and more elaborately prepared, by the noble Art of the *Pharmacochymist*. These medicines are like Swords, not to be trusted in Mad-Men's hands, but require the management of a discerning and expert Artist."

PHARMACEUTICAL FORMULAS

(P.F. Vol. 1)

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of common consumption not previously taxed were subjected to a duty of excise, and among these were "strong water" or "aqua vite," the names by which spirits were then generally known. Modern consumers of spirits must read with envy the fact that the tax which had to be paid by the first makers or sellers amounted to no more than 2d. a gallon. By the same Ordinance a duty of customs was imposed on spirits imported in the kingdom; and, in reference to this, a distinction was made between types of spirits which suggests the distinction made by the Immature Spirits Act, 1915. Spirits made by the distillation of wine or cider were let off with a duty of only 4d. a gallon, while "strong waters perfectly made" were charged a customs duty of 1s. a gallon, the favour shown to the former being apparently due to the fact that being made from a superior class of materials they were likely to be a more wholesome beverage. Notwithstanding the great popular hostility which these and similar taxes provoked when levied during the period of the Civil War, it was found necessary to continue most of them after the Restoration. By the Act, passed in 1661, settling the revenues of the Crown, strong water or aque vite was subjected to an excise duty of 1d. a gallon, while a customs duty of 2d. a gallon was imposed on spirits made from wine or cider and one of 4d. a gallon on "strong water perfectly made" when imported. The latter was probably spirits made from wine lees or other inferior material and subjected to some process of rectification. The consumption of spirits took a large increase in the seventeenth century, owing to a tariff war in which we became involved with France. When the importation of French brandy was prohibited in 1677, a home manufacture of spirits by distillation from fermented malt wort sprang up, and by the cheapness of the product soon familiarised the general public with the taste for spirits. At the same time, Parliament, in the interests of agriculture, placed no restriction on distilling where the material used was malted corn. In course of time the practice grew of using flavouring ingredients in the production of spirits and distillers were enabled to use inferior materials and so produce cheaper and cheaper spirits. The favourite among these was gin. The excessive indulgence in this drink, chiefly among the poorer classes of the community, provoked the intervention of Parliament to provide a remedy, and attempts were made to curb it principally in the direction of increasing by taxation the price at which the drink could be put on the market. And so we get the beginnings of that dual aspect of spirit taxation with which we have grown familiar. The purely fiscal one is that in which the object taxed is looked upon solely as a convenient medium by which to extract a tax from the consumer; the social aspect has regard only to the possibility of decreasing the consumption of the article from raising, through the tax, its price beyond the reach of all but the wealthier class of would-be consumers. We have seen in our own time how these two ideals can come into conflict. For the year 1920-21 the produce of the tax from spirits when the rate of tax was 50s. per proof gallon was £71,048,435; while after the rate of duty was raised in the 1920 Budget to 72s. 6d. the proof gallon an immediate decrease in the revenue set in, so that in the last recorded fiscal year (1927-28) the revenue from spirits was only £47,367,572, and at the same time the consumption per head of population had substantially decreased. After some experimenting, the scheme ultimately favoured was one of taxing the produce of the distiller, the tax being levied on the "low wines" or spirits of the first distillation instead of upon spirits

Editorial Articles

The Taxation of Spirits

ALTHOUGH the art of distilling was probably known in England as early as the reign of Edward III (1327-77), it was only in the time of the Commonwealth that a tax was first levied on the produce of the still. In 1643 the urgent need for funds to maintain the parliamentary forces in the struggle with the King led to the passing of an Ordinance by which many articles

sold. The rates varied according to the materials used in distilling, and the effect of the differential scale was such as to limit the use in the manufacture of spirits to English-grown malt. The new impost, which was first adopted in 1690 as a means of raising revenue for the war with France, proved so successful that it was frequently had recourse to by Ministers confronted with an empty Exchequer as well as by administrations desirous of checking immoderate drinking. Thus in 1743, on the failure of Jekyll's prohibitory Gin Act to suppress the drinking of gin, it was found possible to curb excessive drinking of spirits generally by an increase in the distillery tax. A like result followed from increases in the duty made in 1751 and in 1762. For many years after this the tax on spirits was levied chiefly, if not solely, with an eye to its results as a source of revenue. High taxation had such an effect in encouraging illicit distillation and the smuggling of foreign spirits that the revenue actually fell off from what it had been under the lower rates previously in force. Pitt, profiting by this experience, reduced the rate of duty on spirits when he gave effect in his Consolidation Act of 1787 to the new fiscal theories which Adam Smith's economic teaching had shortly before brought into notice. The charge, which was levied at the rate of 6d. per gallon on the fermented wort or wash ready for distillation, amounted to 2s. 6d. on each gallon of spirits between one and ten over proof. The exigencies of the revolutionary wars with France led to further increases in the duty in 1794, 1795, 1797 and 1800, by the last of which years the duty had been raised to 5s. 4d. the gallon. In 1803 the duty was further increased to 8s. expressly as a war tax, and by a further increase in 1811 it was advanced to 10s. 2½d. the imperial gallon, at which it remained until the close of the war. So far from the termination of hostilities bringing any relief, a further addition was made in 1819 by which the rate was brought to 11s. 8½d. the imperial proof gallon. It soon became evident, however, that this rate was excessive, as the revenue from spirits fell off. In the meantime, in both Scotland and Ireland, where the rates of duty and the methods of charge differed from those applicable to England, the tax on the distillery proved to be a failure. The legal trader in Scotland found himself so hampered by regulations that he was unable to compete with the smuggler, while in Ireland also illicit distillation defied every effort to suppress it. By 1821 these evils in both countries had reached such a height that a Parliamentary Commission was appointed with a view to finding a remedy. The recommendations of the Commission were embodied in an Act passed in 1823. The duty on spirits, which had been 6s. 2d. a gallon in Scotland and 5s. 7d. in Ireland, was fixed at a uniform rate of 2s. 4½d. per imperial gallon for both countries. At the same time new regulations were introduced which released the distiller from hampering restrictions in his operations while giving additional security to the revenue. This proved so successful that in 1825 similar regulations were established in England, and the English duty on spirits was reduced from 11s. 8½d. to 7s. per gallon. In the same year the rates were fixed for both Scotland and Ireland at 2s. 10d. In 1830 an additional 6d. was added to all the duties, and in 1840 another 4d.; but in the meantime a remission of 1d. had been made in the Irish rate. In 1852 a step was taken towards equalising the rates of duty in the three Kingdoms by increasing the duty in Scotland to 4s. 8d. and in Ireland to 3s. 4d., while on the outbreak of the Crimean war two years later the rates were

raised to 6s. and 4s. respectively. In the following year the rates in Great Britain were assimilated at 8s. the proof gallon, while the duty for Ireland was raised to 6s. 2d. It was only in 1858 that the duty on spirits made in Ireland was fixed at 8s., the rate chargeable in Great Britain. In 1860 the demands of the war with China brought about a further increase in the tax so that it was raised to 10s. per gallon, at which it continued until 1891, when it was increased to 10s. 6d., at which it remained until 1900 with the exception of some fourteen months in the years 1894-95, when it was at 11s. In 1900 the duty was raised once more to 11s. per proof gallon, at which it continued until the Finance (1909-10) Act, 1910, increased it to 14s. 9d., at which, except for the additional duty of 1s. or 1s. 6d. on immature spirits, it continued until the period of the great war. In 1918 the duty was raised to £1 10s. per gallon, to be still further increased to £2 10s. by the Finance Act, 1919, and to £3 12s. 6d. by the Finance Act, 1920, together with the addition in respect of the duty on immature spirits. The high rate of duty on spirits was found towards the middle of last century to be a serious obstacle to scientific research in which alcohol was a necessary factor. Accordingly, in 1855, an Act was passed which provided for the use of duty-free spirits for certain industrial purposes on condition that a suitable denaturant was first added to the spirits. The product thus formed under the name of methylated spirits has since come into such general use that it bids fair in time to absorb a greater share of the output of our distilleries than that devoted to use for consumption as a beverage. Already in the fiscal year 1927-28, under the four heads of "industrial methylated spirits," "industrial methylated spirits (pyridinised)," "mineralised methylated spirits" and "power methylated spirits," we have had 9,135,515 proof gallons of the output of our distilleries devoted to the production of methylated spirits as against 11,678,189 cleared for consumption as a beverage out of a total of 31,360,305 proof gallons; while in the same year there was assigned for use in scientific institutions and in arts and manufactures for uses in which industrial methylated spirits were unsuitable no less than 756,852 proof gallons. The Finance Act, 1915, exempted from the special tax on immature spirits any spirits used in this country in the preparation of medicinal articles or for scientific purposes, but without touching the rest of the spirit duty to which the spirits were then liable, that is, 14s. 9d. a proof gallon. A similar provision for remission of the additional duty then imposed was made by the Finance Act, 1918, when the duty was raised to 50s., and again in 1920 when the duty was raised to the figure, 72s. 6d., at which it now stands. It will be interesting to see whether the present Chancellor of the Exchequer will continue after next Budget an arrangement by which the spirits used in medicinal preparations are to remain taxed, as they were prior to 1918, at 14s. 9d., while being, deservedly as we think, allowed a remission of the increase made in the spirit duty since that date.

Increased Production of Cadmium

IN point of view of expansion, both on the productive and consuming side, the history of the cadmium industry during the last two years or so has been very remarkable. It is of course closely associated with that of zinc, the growth of which has been considerable since the termination of the war. The world production of cadmium, as mentioned in our issue of May 11 last (p. 571), was then estimated to be at the rate of about 1,050 tons per annum, but this estimate was some-

which too low in the light of the information which has leaked out within the last few months as to the rapid development of the output in the chief producing countries, such as Canada, Australia and the United States. The latter country is by far the largest producer, according to the returns of output of metallic metal for last year, as reported by domestic producers to the United States Bureau of Mines. These returns reduced to long tons indicate a total of 837 against 840 tons for 1927, or an increase of no less than 357 tons. This at once gives some idea of the much larger American consumption, in addition to which considerable quantities were absorbed by the United States from Canada last year when the Consolidated Mining and Smelting of Canada put their plant into operation in British Columbia and secured an output of about 250 tons of high-grade cadmium within a period of ten months. As a start for the first year's operations this was certainly a remarkable achievement by the Canadian plant at the Trail. Production there is continuing at a progressive rate and may easily reach 300 tons and perhaps 350 tons for the current year. In addition, considerable headway has also been made in developing the output at the Rison plant of the Electrolytic Zinc Co. of Australia, Ltd., while as stated before, this important concern hopes to eventually double its production by the adoption of a new process for treatment. Australia and Canada would therefore seem to be closely vieing with each other in the freer development of their operations, while larger quantities are also being secured in European countries more or less in line with their extension of zinc smelting. Although there is no trustworthy information as to this year's further increased operations at the main sources of production, there is little doubt that the total world's output will be in the neighbourhood of 1,500 tons. There has been somewhat freer selling competition in the London market during recent months on American and Continental account, but the position has been chiefly dominated by the attitude of the two official agents, one representing Australian and the other Canadian producing interests, inasmuch as a certain price-policy is apparently being pursued between these two selling sources in order to prevent undercutting, while the quantities put on the market from elsewhere at fully competitive prices are relatively restricted. Under the appreciably increased supplies coming forward, prices have tended downwards in the course of this year. In the early months the market, after being inflated to about 4s. 10d. per lb. for spot lots, due to fears of a shortage owing to the heavier consumption, fell back to about 3s. 9d. in February, when the demand was temporarily almost at a standstill and resale of speculative parcels were pressed forward. This, however, was followed by an active demand over the early spring and a recovery to 4s. 3d., from which the price has eased again lately to 3s. 11d., so that upon the whole the market has displayed decided resistance to the downward movement, which must of course be ascribed to its greater absorbing capacity. Constant research work is being carried on in order to discover new uses for the metal, while at the same time an active propaganda is being made under the co-operation of the chief world producers towards stimulating the outlet. All these efforts have certainly done a great deal to develop the industry on a much larger scale compared to what it was before the war. As a matter of fact, only about two years ago the outlet was still of comparatively small dimensions, and not anything like sufficient to take care of the world production at less than one-half of its present size, while the selling price was at around 2s. 3d. per lb., compared with well over 7s., the exceptionally high level reached in the armistice period. Cadmium has now so many varied uses that its absorption on a full commercial basis would seem to present unlimited possibilities, subject of course to the price not being unduly inflated or be kept in line with the law of supply and demand.

THE CHEMIST AND DRUGGIST
ESTD 1875
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ISSUED QUARTERLY EIGHTH YEAR OF PUBLICATION

THE drug index for the month of August fell by nearly two points—from 135.2 to 133.3—mostly on trifling reductions on alcoholic preparations. In surgical dressings the figures remain the same at 181.6. The changes in prices for the month to be carried forward for retail sale are comparatively few, and are set out below:—

Cost		Selling Price			
		16 oz.	4 oz.	1 oz.	1 dr.
d.	per	s. d.	s. d.	s. d.	s. d.
24	dr.	Arbutin	—	—	3 6
57	oz.	Argentivellin ..	—	—	8 4 1 3
66	lb.	Cantharidis Chin. pulv. B	8 3	2 5	0 9 0 2
120	lb.	Chlorof. aconiti B.P.C. B	—	6 5	1 10 0 4
90	lb.	Confectio scammonii ..	—	3 3	0 11 0 2
54	lb.	Ext. cinchonæ (rub.) liquidum	—	2 0	0 7 0 1
46	lb.	Ext. papaveris liquidum C	—	1 8	0 6 0 1
180	lb.	Ext. rhus. toxicod. liquidum	—	6 6	1 10 0 4
11	oz.	Guaiaicol carb. ..	—	—	1 8 0 3
54	lb.	Inf. catechu conc. ..	—	2 0	0 7 0 1
60	lb.	Inf. cinchonæ flav. conc. ..	—	2 2	0 7 0 1
60	lb.	Inf. cinchonæ pallid. conc. ..	—	2 2	0 7 0 1
60	lb.	Inf. ergotæ conc. ..	—	2 2	0 7 0 1
300	lb.	Ipecac. rad. (Rio) pulvis ..	10 9	3 0	—
93	lb.	Lin. aconiti .. B	—	3 0	0 10 0 2
99	lb.	Lin. belladonnæ .. B	—	3 4	0 11 0 2
80	lb.	Lin. camph. ammoniatum ..	—	2 9	0 9 —
102	lb.	Lin. capsici B.P.C. ..	—	3 8	1 0 —
76	lb.	Lin. saponis ..	—	2 7	0 9 —
108	lb.	Lin. sinapis B.P. ..	—	3 10	1 0 0 2
40	oz.	Salicin ..	—	—	5 10 0 10
111	lb.	Spt. atheris comp. ..	—	3 7	1 0 0 2
49	lb.	Spt. ammoniæ aromaticus ..	5 8	1 7	0 6 0 1
126	lb.	Spt. nucis juglandis ..	—	4 0	1 1 0 2
80	lb.	Tr. asafetide ..	—	2 9	0 9 0 2
88	lb.	Tr. cantharidis P.B. '98 C	—	3 0	0 10 0 2
88	lb.	Tr. lavandulæ co. ..	—	2 10	0 9 0 2
84	lb.	Tr. senecgæ ..	—	2 10	0 10 0 2
60	lb.	Ung. acid. carbol. co. ..	7 6	2 2	0 8 —
72	lb.	Ung. resorcini et bis-muthi co. B.P.C. ..	—	2 7	0 9 0 2
45	lb.	Vin. colchici .. C	—	1 7	0 6 0 1

DERMATITIS FROM CONTACT WITH PLANTS.—"The British Medical Journal," No. 5494, with the following:—The Director [of the Royal Botanic Gardens, Kew]... says that it is not unusual for cases of dermatitis to follow contact with leaves of *Humea elegans*... Instances of injury by this plant, however, appear to be rarer than injury by contact with *Rhus toxicodendron* or *Primula obconica*. A very large number of people appear to be immune from the trouble caused by handling some or all of these plants. All have at one time or another given rise to skin irritation among the gardeners at Kew, though not every year. On one occasion two men and two women employed at the Royal Botanic Gardens were suffering at the same time from dermatitis caused by *Humea elegans*... a member of the Kew staff is very susceptible to poisoning from *Rhus toxicodendron*, but has suffered no injury from handling *Primula obconica* or *Humea elegans*.

William Chamberlaine

By Antiquus

Among the men who served pharmacy well and ungrudgingly in the early days of the nineteenth century, but whose name and works may pass into oblivion for want of a remembrance, is William Chamberlaine. To intensify the personal interest in this long-ago champion of pharmacy there lies on my table a copy of his pamphlet "History of the Proceedings of the Committee appointed by the general meeting of the Apothecaries, Chemists and Druggists in London for the purpose of obtaining relief from the hardship imposed on the Dealers in Medicine by certain clauses and provisions contained in the new Medicine Act passed June 3, 1802. . . . London, 1804." This copy is a presentation one from the author to Mr. Nicholas Vansittart, at that time the Member of Parliament for Old Sarum, and probably interested in this form of indirect taxation, for becoming Chancellor of the Exchequer in 1812 he would be mainly responsible for placing the Medicine Stamp Act of that year upon the statute-book.

Chamberlaine's life and experiences are given in his pamphlet "Tirocinium Medicum," published in 1812, a chatty and interesting work dealing with medical practice. For many years the author was resident at 29 Aylesbury Street, Clerkenwell, London, and a search through the old rate-books during the later portion of the eighteenth century and the early portion of the nineteenth has furnished the details of residence. His name first appears in the rate-book signed by the overseers in July 1784 (the exact date is not given): the last entry is for 1822, when he was joint occupier with George Shipman. From these dates it would seem that his professional career extended to nearly forty years. His diploma as a member of the old Corporation of Surgeons was granted on January 7, 1796, and during 1800 he became a member of the Royal College of Surgeons; that he was probably in practice prior to granting of these diplomas—a common occurrence in those days—is suggested by the publication in 1784 of the first edition of his pamphlet "A Practical Treatise on the Superior Efficacy and Safety of Stizolobium or Cowhage (the *Dolichos pruriens* of Linnaeus) internally administered in diseases occasioned by Worms . . ." while the long residence in Aylesbury Street may have been due to success as a practitioner. Benevolence and willing service for the benefit of others may be inferred from the title-page of "Tirocinium Medicum," which says that he was "one of the *Institutors*, and *Secretary*, to the Society for the relief of Widows and Orphans of Medical Men in London and its Vicinity."

Perks's "History of Clerkenwell" (1855), quoting from a War Office list of "Officers of the Gentlemen and Yeomanry Cavalry, and Volunteer Infantry of the United Kingdom" (published October 1, 1804), states that Chamberlaine was surgeon to the Clerkenwell (Loyal) Volunteers, being gazetted October 29, 1803; the last entry is in the List for 1807, and he would probably serve as an informant by the Librarian at the War Office Library, Whitehall—till the following year, when most of the volunteers were disbanded. Professional skill meanwhile had been recognised. On the title-page of the ninth edition of the pamphlet on cowhage he describes himself as "Honorary Member of the Physical Society of Guy's, and of the Medical and Philosophical Society of St. Bartholomew's Hospitals, Member of the Royal College of Surgeons, London, Fellow of the London Medical Society, Member of the Medical Council of the Royal Jennerian Society, Honorary and Corresponding Member of the Medical Society of the Island of Jamaica, etc., etc." His writings furnish interesting reading. The style is distinctly pleasant, the easy diction, whether he is descriptive or argumentative, indicating a cultured writer: it would be difficult to find a better example of cogent English than the language in which the Medicine Stamp Acts were subjected to a searching review. The following bibliography in chronological order, details his most important writings:—

1784.—The use of Cowhage, etc. [See above.] This pamphlet ran through ten editions, the last being dated 1812.

1785.—West Indian Seaman's Medical Directory

1804.—Medicine Stamp Acts, 1802-03. The announcement in the 1804 edition of the pamphlet on "Cowhage" is, with slight abridgment, as follows:—

Lately Published, a
VIEW OF THE DANGERS
to which

Regular Practitioners in Pharmacy
(Not being VENDORS of Quack Nostrums)

were exposed by
THE MEDICINE ACT OF 1802,

And of the Steps taken, by which that Part of the
Profession were relieved from the

DEPREDACTIONS OF INFORMERS

And the dangerous situation in which they stood,

Also

THE RESULT

of the Proceedings of a Committee appointed to make application to Parliament for the purpose of obtaining Relief from the Hardships imposed on *Medical Practitioners*, and certain others, by certain Clauses and Provisions of said Act; exhibiting in a clear point of view how far the Act obtained by the Committee of 1803, *remedies or alleviates* the obnoxious parts of the Medicine Act of 1802, and in what points said Act still remains capable of amelioration.

To THIS WORK ARE SUBJOINED

I.—An Abridgment of both Acts: Wherein the Clauses of the new Act of Amelioration passed in 1803 are collated and consolidated with the existing Clauses of the former Act of 1802.

II.—A copious and carefully arranged Schedule, more useful and comprehensive than that which forms part of the present Act of Parliament; inasmuch as it contains, not only all the Articles in the Schedule of the new Act, but also all those which after having been made liable to the Medicine Duty in the erroneous and repealed Schedule of the Act of 1802 are by the amendment or Act of 1803 wholly exempted; or which, though omitted to be inserted in the new Schedule, may, under certain circumstances, become liable to the Duty.

III.—Explanatory Notes and Observations.

[The book was favourably reviewed in the medical Press.]

1812.—"Tirocinium Medicum," or a Dissertation on the Duties of Youth apprenticed to the Medical Profession.

1814.—"The Life of T. Cooke" (the Pentonville Miser). "Medical and Physical Times"; various numbers in the early portion of the last century contain articles from Chamberlaine's pen.

One pleasant feature of the opposition maintained against the Medicine Stamp Acts by Chamberlaine on behalf of pharmacy was his recognition by the presentation of a piece of plate by the druggists of London. Cowhage or cowitch was a regular article in the drug trade long prior to Chamberlaine's praise of its value as a vermifuge. The 1724 "Additional Rates of Tonnage and Poundage" cites cowitch as being subject to a duty of 1s. per lb., and trading in it would have been in vogue before the duty could be levied. The acuteness of Chamberlaine's opposition to the 1802 Medicine Stamp Act is shown by the manner in which he fastened upon two features which were manifestly unjust to the distributors of drugs. The first was the liberty allowed to the "common informer" to take legal action against infringers of the Act, and the second the inclusion of everyday drugs and preparations in the Schedule, thus making them liable to duty. The common informer as a legal agent was promptly swept aside in the 1803 Act and the Crown substituted—an obvious provision for the general protection of the subject. The Schedule to the Act of 1802 contained among other articles made liable to duty the following common remedies, for which no ordinary proprietary right could possibly be claimed:—Ætherial essence of camphor, arrowroot, blistering ointment, candied horehound, compound tincture of calumba, essence of pennyroyal, Pontefract cakes, refined liquorice, syrup of tolu, tincture of turkey rhubarb, etc. The Schedule in this respect was materially altered, in consequence of the strong opposition, in the 1803 Act, and in subsequent ones the simple drug and preparation may be said to have generally disappeared. It is hoped that this brief account may foster a posthumous sense of gratitude to William Chamberlaine, our advocate a century and a quarter ago.

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts

Local Reports

ENGLAND AND WALES

Gloucester.—At the recent quarterly meeting of the Insurance Committee the report of the Pharmaceutical Service Subcommittee showed that two chemists had been fined and one reprimanded for inaccuracies in dispensing. The chairman, commenting on the report, said that one case was of a chemist, who had always been most particular in his making up of prescriptions. They had had quite a number of tests made and the present slip could not be accounted for. The money value was almost negligible. Fortunately it was one of those innocuous drugs, but they were unanimous in inflicting a fine. Referring to the other case, the chairman said that having regard to the fact that the man was fined very recently through the inattention or carelessness of his assistant, and to the fact that the chemist had now discharged this assistant, the Committee thought it would meet the case if they gave the chemist a warning. The third case was of a chemist who supplied lint in a sealed package, so it was obvious that the chemist had done nothing to reduce the quality. It was felt that if the chemist was allowed to go unscathed the wholesalers would get off scot free. The Committee had decided to inflict a fine of £1.

London.—A meeting of the Insurance Committee was held recently. The Finance Subcommittee recommended the payment of accounts amounting to £229,151 9s. 4d., including £24,367 8s. 6d. to chemists. The accounts were passed. The Pharmaceutical Distribution Committee recommended that an advance of 95 per cent. of the dispensing fees should be made to chemists for the second four months of the current year. The Minister of Health accepted the recommendation. The Medical Benefit Subcommittee reported that during the first quarter of the current year 3,727 prescriptions for insulin were prescribed for 1,400 persons, at a cost of £1,519 11s. 4d. The Medical Benefit Subcommittee submitted the following statistics for January to April inclusive:—Number of prescriptions, 3,763,293; cost of ingredients, £54,131 7s. 5d.; dispensing fees, £71,522 13s. 7d.; average cost of ingredients, 3.43d.; average dispensing fee, 4.54d.; number of persons on list, 1,833,257; average number of prescriptions per person, 2.06. The Pharmaceutical Service Subcommittee reported that 184 samples of medicines and thirty-seven samples of appliances were taken during the period January 1 to June 30. It was considered necessary to refer for consideration thirty-seven samples of medicine and two samples of appliances. The report of the Subcommittee was adopted. At their last meeting the clerk was directed to arrange for a test to be taken of the dispensing of a certain firm. The medicine was prepared and delivered to an officer of the committee by the chemist in charge. The chemist was then asked to divide the medicine, but the bottle was broken by the chemist. A further test prescription was presented to the firm during the afternoon of the same day, when the messenger was informed that the dispenser was out, and the prescription could not be dispensed before 8 p.m., if at all that day. The Subcommittee gave instructions for two further tests to be taken. In each case the messenger was informed that the firm were not dispensing panel prescriptions for a week. It was agreed that the Subcommittee be instructed to consider and report on the matter.

Middlesex.—At a meeting of the Insurance Committee held recently, the following figures were submitted:—

	1927	1928
No. of prescriptions	3,949,162	1,932,382
Ingredient price	£32,854 3s. 7d.	£51,752 10s. 8d.
Dispensing fees	£36,091 15s. 11d.	£35,443 14s. 4d.
Av. ingredient price	4.1d.	3.9d.
Av. dispensing fee	4.4d.	4.4d.
No. of persons on list	464,822	487,644
Frequency per person	4.2	4.0
Av. cost per person	35.6d.	33.1d.

The Committee has co-operated with the Retail Phar-

macists' Union in an endeavour to detect instances of excessive or extravagant prescribing. A tendency to economy on the part of prescribers has been manifested, but there has been no restriction upon the supply of any necessary medicine. At a later meeting of the Insurance Committee, the Finance and General Purposes Subcommittee reported that they had considered an interview between a representative and an officer of the Ministry of Health relating to the scheme for testing drugs and appliances. They recommended that the existing scheme in Middlesex be retained for a further twelve months. The Pharmaceutical Committee expressed in a report its dissatisfaction with the working of the scheme, as also did the General Purposes Committee. A scheme could not be successfully worked without the co-operation of the chemists, and they were not prepared to go on for another twelve months. Mr. W. W. Pullard said that when it was found that there were deficiencies in the supplies by chemists, all they could do was to bring them before the Pharmaceutical Service Subcommittee, who could only inflict a small fine. This was sufficient in the majority of cases; but now and again there were some for which the offenders should be summoned before the public courts, like any other tradesman; but by a regulation of the Ministry of Health this could not be done. The chairman said that chemists had refused to serve inspectors.

Portsmouth.—Following a complaint made by a doctor, the Insurance Committee has decided, subject to the approval of the Ministry of Health, to deduct £5 from the moneys payable to a local pharmacist on the ground that dispensing had not been carried out with reasonable promptness. Three cases were investigated by the Pharmaceutical Service Subcommittee. In the first, it was alleged that a prescription for a mixture was left at the respondent's pharmacy at noon, to be ready the next day. It was not then made up, nor by noon the day after, and at the request of the patient, bottle and prescription were then handed back to her, and later the doctor issued another prescription. For respondent, it was stated that a new supply of the bismuth salt was on order, but had not been delivered. An effort was made to obtain a supply locally, but the Committee found that an insufficient effort had been made. The second case concerned a script for mercury ointment, white lint, bandage and a mixture. A messenger took the script to the chemist at 6.30 p.m., and was asked to return in half an hour. At 7.10 p.m. none of the articles was ready, and an assistant promised to send them in the morning. Telephone reminders were sent to the pharmacy at 9 a.m. and between 10 and 11 a.m., but the goods were not delivered until 12.30 p.m. In this case the Committee found there had not been reasonable promptness. The third complaint was contained in the letter of a patient, who handed a script for a liniment and bronchitis mixture to the pharmacist and arranged to call for them at 6.15 the following evening (early closing day). The dispenser then engaged knew nothing about the matter, and the patient was asked to call again at 7 p.m. He had to wait, however, three-quarters of an hour before the script could be traced and the liniment and mixture supplied. The final settlement with the chemists for 1928 has now been approved at £10,293 5s. 1d., compared with £10,380 13s. 2d. in 1927.

Preston.—At a meeting of the Insurance Committee on June 5, it was shown that there were excesses in two ingredients in a prescription, in one instance the excess being exceedingly small and in the other 88 per cent. The minutes also contained a reference to the report of an independent analyst, whose finding was that the excess, instead of being 88 per cent., was 77 per cent. The chemist concerned had also had his stock of the same article analysed, and this proved 58 per cent. over strength. The chemist was warned that a higher degree of accuracy was required, and a fine of £1 was advised. This was stated to be the first breach and the first penalty imposed on a chemist in the borough.

Somerset.—At a recent meeting of the Insurance Committee it was reported that when deficiencies had been found in test prescriptions it had been decided that no action be taken beyond informing the chemists concerned that they should exercise more care and supervision.

Lemon Oil

THE production and characters of Italian citrus oils during the season 1928-29 are summarised in a recent issue of "Rivista Italiana delle Essenze e Profumi." Concerning the methods of extraction an increase is reported in the mechanical processes adopted. The necessity for reducing the cost of working up the fruits and eliminating as far as possible specialised hand-labour has stimulated for a number of years past experiments with mechanical extractors. To those which have already been adopted in the industry—and which include the following machines named after the inventors, Lo Verde, Vinci, Cannavò, Avena—must be added the "Macchina Speciale," which appeared in 1928.

THE "MACCHINA SPECIALE"

This machine consists essentially of a working chamber rectangular in shape, the walls of which are inclined, and are studded with rasping points. The bottom of the chamber consists of two rollers, both of which revolve in the same direction and which are also studded with teeth. In the inside of the chamber is a perforated tube by which a spray of water may be directed on the fruits to be worked up. The lemons, loaded into the box by means of a feed, fall on to the moving rollers which keep them in constant motion and cause them continuously to strike against the studded walls which rasp the cortex. In this manner the lemons are turned over and over and worked up in a manner similar to the machines with rotating drums. The spray of water directed on the fruit washes away the essential oil mixed with the raspings of peel. This gruel-like liquid is run off into jars where the oil is allowed to separate. The water having been recovered is pumped back to the machine to be used again. One charge of lemons is dealt with in three minutes, and the rasped fruits are automatically discharged. The characters of the essential oil produced by this machine do not differ greatly from those of the oil made with the Cannavò machine, over which the "Macchina Speciale" has the advantage of a larger working capacity.

Relative to the various types of essential oil of lemon there is a great increase recently in the amount of machine-made oil with a consequent reduction in hand-pressed. The accompanying table gives the characters of essential oil of lemon produced from the 1928-29 Italian crop by the different processes, at the various centres.

Type of oil and locality	Specific gravity at 15 deg. C.	Optical rotation at 15 deg. C.	Aldehydes calc. as citral per cent.	Evaporation residue per cent.
Hand-pressed sponge process:				
Messina ..	0.8575	+64.27	5.30	2.60
Barcellona ..	0.8570	+66.89	3.70	2.36
Giardini ..	0.8570	+65.13	4.17	2.39
S. Teresa ..	0.8580	+62.79	5.15	2.71
Acireale ..	0.8580	+64.26	4.58	2.32
Siracusa ..	0.8570	+68.73	4.47	2.50
Florida ..	0.8564	+70.60	3.80	2.40
Florida ..	0.8563	+70.64	3.84	2.46
Avola ..	0.8578	+68.56	4.64	3.24
Bagheria ..	0.8572	+63.76	4.50	2.83
Palermo ..	0.8573	+63.16	4.88	3.06
Carini ..	0.8573	+65.58	4.73	2.85
Cannavò machine:				
Giardini ..	0.8580	+65.29	3.95	3.62
Messina ..	0.8590	+64.80	3.33	3.99
Siracusa ..	0.8590	+67.26	3.63	4.25
Avola ..	0.8585	+67.37	4.16	3.87
Vinci machine:				
Messina ..	0.8570	+64.06	4.08	3.26
Lo Verde machine:				
Messina ..	0.8580	+63.89	4.08	2.89
Macchina Speciale:				
Acireale ..	0.8594	+62.89	3.42	4.43
Avola ..	0.8585	+67.70	3.01	4.85
Peratoner type:				
Palermo ..	0.8540	+67.27	3.87	0.65
Palermo ..	0.8530	+67.15	4.27	0.34

An examination of these figures permits the observation that while all the other characters are within normal limits the optical rotation is generally high, and is higher in a few samples than the limit permitted. The percentage of citral is generally lower for machine-made oil, while the residue is higher. In the Peratoner process the lemons are minced, and the comminuted particles pressed so strongly that the juice carries with it the liberated essential oil. The liquid so obtained is distilled under reduced pressure below 60° C., and the residue freed from oil further used in citric acid manufacture. The evaporation residue of Peratoner oil is usually low.

MECHANICAL EXTRACTION IN VACUO

At the third National Congress of Pure and Applied Chemistry at Florence, held this year, a communication from B. Melis and R. Lo Cascio described an apparatus for the mechanical extraction *in vacuo* of citrus oils. The machine consists of a steel cylinder, preferably shaped like an inverted cone, in which rotates an Archimedean screw. These cylinders, for work on a large scale, are coupled in batteries, and are united under a cover which encloses a heating jacket kept hot by the circulation of hot water or waste turbine steam. Above every cylinder there is a rotating drum, perfectly air-tight, provided with depressions for receiving the hulls which are charged into the screw, by which they are squeezed and the essential oil allowed to escape. An aspirator pump reduces the pressure inside the machine, the essential oil distils over and is condensed in a water-cooled condenser. Fixed to the lower part of every component is a second drum, identical with the first and air-tight, for the discharge of the exhausted hulls. The movement of both these is so regulated that for every hull passing through the feed-in drum, an extracted one is automatically discharged from the lower one. In an article on "Machine-made Lemon Oil," in the *C. & D.*, March 9, p. 308, the Vinci, Lo Verde and Cannavò machines were described.

Jamaica's Produce

In the course of the annual report of the Department of Agriculture of Jamaica for the year ended December 31, 1928, recently issued, it states that ginger was affected by the drought conditions, particularly in the Central Zone, and the crop was short of the previous year by about 25 per cent. A good deal of interest has recently been taken in the improvement of their cultivations of ginger by the country growers, and with fair prices and average seasons, larger crops may be expected in the near future. Honey suffered from the unfavourable seasons and the exports contracted by about one-sixth in consequence. The Honey Industry of Jamaica is greatly in need of organisation and co-operative marketing. The Produce Protection Law has legislated for honey and the Agricultural Society has appointed a special instructor in bee-keeping, who has made a favourable beginning in organising a better standard of operation among the owners of apiaries, both great and small. No cases of foul brood were recorded during the year, and the measures taken in 1927 in the Kingston area appear to have been effective. Logwood is in a condition of suspended animation and the local factories are still operating on a modest basis of output. There are technical difficulties of manufacture, competition with synthetic dyes and trade rivalries and combinations which are collectively responsible for the depression in the logwood trade. It is difficult to suggest any means of improving the present situation which is not satisfactory to the interests of Jamaica. The logwood trade provides much labour and affords revenue to many estates that are not otherwise well provided with money-products, and its revival would be of wide and definite advantage to the Colony. Advice and assistance was given during the year to certain manufacturers of pimento oil, with regard to increasing the eugenol content of their oils, resulting in their obtaining higher prices for their products.

THE VALUE of the drugs and medicines imported into Kenya and Uganda during last year amounted to £42,562.

Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

42 Cannon Street, E.C.4, September 5

AS yet there has been no general improvement in business in the Mincing Lane produce markets, and trading is unusually quiet for the period of year. Apprehensions lest the Bank rate should be raised is still a restraining factor as to the prosecution of new enterprise in industrial circles and in the commodity markets, although the European political outlook is much brighter as emphasised by the statement of the British Premier at the Geneva Conference of the League of Nations. Sugar has attracted a much better demand, and British refined was advanced in some cases, while values in other directions were also lifted following the recent downward movement, and the undertone is more hopeful. After a renewed fall in rubber due to the further accumulation of home stocks, prices steadied from the worst, but the outlook is obscure. Acacia gums continued a feature, and although the market is quieter, higher prices are being paid both spot and forward. Tragacanth has shown an improved demand for the good and medium grades, which are dearer. Senega is slightly easier to arrive, but the opinion is expressed that prices have now touched bottom. Belgian chamomiles are being well maintained in prices and are firmer. Opium has a strong undertone. Russian anise is dearer on the spot, while fennugreek and coriander are also dearer for forward shipment. In spices, Zanzibar cloves are cheaper for forward shipment, likewise pimento; ginger is dull of sale and pepper is easier for shipment. Among essential oils Sicilian citrus oils are easier. New crop American peppermint is easier, and Japanese dementolised on speculative account has sold at cheaper prices for forward shipment. In pharmaceutical chemicals business has continued sluggish throughout. Creosote of tar has still an advancing tendency. Morphine and codeine and their salts, have further advanced owing to the continued rise in opium. Business in industrial chemicals does not show any improvement and practically all items are unchanged in price, the only exception being an easier tone in copper sulphate. Carbolic acid crystals are slightly higher from dealers' hands, supplies continuing short. Creosote oils are weak and easier, and pitch is slightly higher. Among the fixed oils, continued quiet markets are reported. Linseed and cotton oils are dearer, while coconut and palm show a slight decline; soya is weak, and turpentine is fully steady. Lubricating oils are quiet and easy. In the metal group, mercury has again been harder, and Chinese regulus antimony is easier.

Higher	Firmer	Easier	Lower
Anise (Russ.)	Chamomiles	Antimony	Cloves (Zan.)
Anise star oil	Citronella oil	(Ch. reg.)	Peppermint oil
Aponorphine	(J.V.)	Bergamot oil	(Amer.)
Codeine and salts	Cotton oil	Coconut oil	Pimento
Colchicum	Fennugreek seed	Copper sulphate	(forward)
(coron)	(forward)	Creosote oil	Rubber
Coriander seed	Linseed oil	Emetine and	
(forward)	Mercury	Farina (Dutch)	
Gum acacia	Wax	(Boul.)	
Jalap resin	(Carnauba)	Geranium oil	
Morphine and salts		Lavender oil	
Pitch		Mustard seed	
Tragacanth		Palm oil	
		Senega	
		Soya oil	

Crude Drugs, etc.

ALOES.—Curacao in cases remains firm at 115s. per cwt. c.i.f. for 14. Spot values are from 117s. 6d. to 120s. per cwt.

ANTIMONY has been quiet and somewhat easier for Chinese regulus, which is obtainable on the spot at £32 10s., and terms for shipment are £2 less c.i.f. The outlook is uncertain. English refined ranges from £52 10s. down to £47 10s., according to brand. Chinese crude on the spot is nominally about £26 10s., and Chinese white oxide is £35 15s. per ton.

AGAR AGAR is quiet, with No. 1 Kobi offering at 4s. 1d. per lb. on the spot and to arrive 3s. 9d. c.i.f. is quoted.

The following table shows the exports from Japan during the first six months of the past three years:—

To	1927		1928		1929	
	Quantity	Value	Quantity	Value	Quantity	Value
China	Kin	Yen	Kin	Yen	Kin	Yen
Hong Kong	89,487	167,818	158,352	239,576	52,510	109,584
Strait Settlements	130,578	213,977	150,980	257,396	89,365	136,770
Dutch India	88,125	159,462	109,524	205,977	20,462	35,803
Gt. Britain	215,177	425,279	181,600	368,499	302,819	625,903
Germany	121,640	209,516	114,042	216,435	74,838	160,403
U.S.A.	85,070	127,863	70,759	459,254	257,686	257,686
Other	284,572	447,715	228,487	392,533	364,376	751,829
	1,212,577	2,349,520	2,033,897	3,980,011	2,473,539	5,582,079
	212,011	363,430	285,755	543,362	246,547	552,449
	1,324,215	2,350,052	1,703,401	3,175,413	1,537,461	3,198,511

ARNICA FLOWERS.—New crop to come forward is quoted at 200s. per cwt.

BALSAMS.—Copaiba is rather firmer at from 1s. 7d. to 1s. 8d. per lb. for B.P., some asking the higher price. Genuine B.P. Peru is about 7s. 9d. and Tolu 4s. 3d. per lb. on the spot. Canada is about 5s.

BELLADONNA ROOT.—New crop to come forward is quoted at 57s. 6d. per cwt. c.i.f. New belladonna leaves are not yet available.

CHAMOMILES.—New crop Belgian is well maintained, and prices are, if anything, firmer at from 225s. to 255s. per cwt. for first pickings on the spot or near at hand.

CLOVES are cheaper, Zanzibar selling at from 1s. 9d. to 1s. 1d. per lb. on the spot. The sales include September shipment at 8d. to 8d. c.i.f.; sellers of August-October quote 9d., and October-December at 8d. c.i.f. The landings of Zanzibar in London during the week ending August 31 were 115, and the deliveries 353, leaving a stock of 1,312, against 4,635 in 1923 and 12,004 in 1927; the stock of Madagascar is 385. The landings of Zanzibar to date have been 5,149 against 12,625 in 1923, and the deliveries 6,224 against 15,671 in 1923.

COCOA BUTTER.—Prime English is quoted at 1s. 2d., C.F.R. at 1s. 3d. and Van Houten's "A" at 1s. 3d. per lb. in not less than one-ton lots.

COD LIVER OIL meets with a fair amount of inquiry, and the market remains firm at from 106s. to 110s. per barrel c.i.f. for finest new-refining steam-refined Norwegian oil.

CREOSOTE.—August 29.—The demand for cod-liver oil has been very active, and prices advancing. The export up to August 17 amounts to 74,700 hectolitres, against 43,500 hectolitres at the same time last year. As the total production of this season represents about 91,000 hectolitres less than the holding back, present quotation not covering cost price. Stocks are in firm hands, and the general opinion is that a further rise will appear within a short time. The price on the domestic market corresponds to 110s. per barrel c.i.f. London.

COLCHICUM.—Corn is dear at 40s. per cwt. Colchicum seed is still very scarce, with occasional small lots offering at about 2s. 9d. per lb. to come forward.

DIGITALIS LEAVES.—Continental new crop offered at 107s. 6d. per cwt. c.i.f.

ERGOT is unchanged. Russian is quoted at 1s. and Spanish at 2s. 6d. on the spot. Portuguese for forward shipment is offered at 2s. 3d. c.i.f.

FARINA.—Dutch is easier at 13s. 6d. per cwt. on the spot; to arrive 17s. 3d. is quoted, and new crop 11s. 6d. f.o.b.

GALLS.—Persian Blues for forward shipment are held by shippers at 70s. per cwt., buyers' idea of value being 75s. 6d. Spot Continental stocks are offered at 60s.; for whites 40s. has been paid, with sellers asking 47s. 6d. per cwt. GINGER is dull, with West Africa offered at 63s. per cwt. on the spot and to arrive sellers quote 62s. 6d. per cwt. c.i.f. Fair washed rough Cochinchina is 75s. Jamaica is quoted from 80s. to 120s. as to quality. The Jamaica crop is estimated to be about 3,800 bags short of normal. Japanese to arrive is cheaper, offering at 60s. c.i.f.

GLYCERIN.—The British combine price for chemically pure s.g. 1.260 is unchanged at £55 per ton in 10-cwt. drums on contract. Continental make is quoted at £30 ex wharf, with falling demand. It is not anticipated that prices will decline further on the Continent in view of the fact that the production of crude has fallen off.

GUM ACACIA.—The market continues to show a considerable improving tendency and tone, but buyers are very reserved in taking further quantities as yet. The Continent has now ceased offering and are, in fact, re-purchasing

parcels recently sold at the cheap prices. The result is that prices are higher, but less business is passing at the moment. The opinion is, however, that within the next four weeks prices of old crop on the spot will be much higher than those now ruling. In new crop, business is quiet; spot sales of cleaned Kordofan have been made at 155s., and there are now buyers of September arrivals at 125s. c.i.f. Further business has been done in December-January shipment at 91s. c.i.f., and at 83s. c.i.f. for January-February. In natural Kordofan, spot sales have been made at 127s. 6d.; September arrivals are worth 118s. c.i.f. for December-January, 86s. per cwt. c.i.f. has been paid, and 78s. c.i.f. for January-February. Bleached is much higher, and is gradually diminishing spot stocks are likely to further advance. Spot sales have been made at 165s., and September shipment has been sold at 149s. c.i.f. Talha is quiet and unchanged at 54s. c.i.f. and at 60s. on the spot. Mombasa is much firmer, with spot sales at 80s. per cwt. and c.i.f. business has been done at 72s. 6d. on Senegal gum can be had in limited quantity at 112s. 6d. on the spot. As regards Persian so-called insoluble Shiraz cleaned, prices for shipment are lower as the demand has fallen off with considerable quantities offered: nominally 57s. 6d. per cwt. c.i.f. is quoted without buyers.

The London stock of acacia gums is 3,209 against 8,091 in 1928 and 9,058 in 1927; the landings to date have been 13,561 packages and the total to date is 54,141 packages.

HENDAVE LEAVES.—Belgian is scarce this year, offering at from 85s. to 92s. 6d. per cwt. Hungarian, when available, is likely to be cheaper than the foregoing.

HYDRASIS is steady at from 13s. 3d. to 15s. 6d. per lb. c.i.f.

JALAP is scarce on the spot with a limited quantity of 10.6 per cent. Vera Cruz offering at 1s. 1d. per lb. Imports are only occasional.

LIQURICE roots—Italian (2-oz. sticks) are quoted at 102s. 6d. per cwt. ex wharf, and *black* can be had at 102s. 6d. per cwt.

LIQURICE ROOT.—Natural Syrian, Anatolian or Russian is quoted at from 17s. 6d. to 18s. per cwt. as to grade.

LYCOPODIUM.—Troblesifted is quoted at 5s. 10d. per kilo.

MANNAN.—Good white flake in 1-lb. tin is quoted at 4s. 6d. per lb.

MENTHOL is steady at 19s. per lb. for Kobayashi-Suzuki on the spot. Apparently there is a certain amount of speculative business taking place among dealers, endeavours being made to depreciate the first-hand price by entering into contracts at about 1s. per lb. below that price. Such business has been done at from 16s. to 16s. 6d. per lb. c.i.f. for delivery up to the end of March, 1930. The same remarks apply to Japan, demomolished peppermint oil, in which business has been done at from 3d. to 6d. per lb. below the first-hand price.

MERCURY has again been harder, with a fair demand on the spot, and the nearest quotation is £22 10s. per bottle, less the usual discount. The New York market is reported a little uncertain, with the price at about \$124 per bottle, duty paid. There has been only little inquiry from the Eastern markets, and a limited business is reported to have been done.

OPIMUM.—There is still a strong undertone in the primary market, and owing to continued heavy shipments to the Continent from Turkey prices are firmer at about 2s. 7½d. per unit, i.e. for pure drugstuffs quality. Spot price, in view of the small stocks, is somewhat nominal at about 2s. 8d. per unit. It is stated that the stocks at primary centres are now reduced to about 500 cases, and sellers in the interior are only offering sparingly.

The following is from the August issue of the British Chamber of Commerce Journal of Turkey: "As freshened up in our last report prices advanced to three shillings for good drugstuffs opium; lower grades also realised proportionately higher prices, consequent on the increased demand. The sales for the month were in a large measure of the quality of the still higher prices will be paid next month, as the demand from consuming centres is good. It is now certain that the crop will be approximately 40 per cent. less than last year's, and, further, the average deficiency in morphine contents is quite 19 per cent. below normal. Stocks in Constantinople are 900 cases."

ORRIS.—Florentine on the spot is quoted at 125s., and new crop ready for September-October shipment at 117s. 6d. c.i.f. Verona to come forward is offered at 100s. per cwt. c.i.f.

PEPPER is easier for forward shipment. Black Singapore is 1s. 3½d. spot; June-August shipment 1s. 1½d. c.i.f., and October-December 1s. 1½d. c.i.f. Lampong is 1s. 4½d. spot; sales to arrive include August-October at 1s. 1½d. to 1s. 1½d. c.i.f. Tellicherry is 1s. 3½d. spot, and January-March shipment has been done at 127s. 6d. c.i.f. White Muntok is steady at 1s. 4½d. spot; sales to arrive include August-October shipment at 1s. 1½d. to 1s. 1½d. to

1s. 1½d., and October-December at 1s. 1½d. to 1s. 1½d. c.i.f.

Black, landed in London last week, 134 tons; delivered, 41; stock, 1,263 tons against 3,602 tons a year ago. White, landed, 119 tons; delivered, 43; stock, 403 tons against 537 tons a year ago.

PIMENTO.—The spot price is unchanged at 1s. 2d. per lb. To arrive August-October shipment is quoted at the lower price of 106s. per cwt. c.i.f. London.

According to a report on West Indies crops published by Barclays Bank (Dominion, Colonial and Overseas) a cable advice from Jamaica, dated August 17, states that heavy pickings of pimento have already been made; the crop is expected to be good, and is roughly estimated at 70,000 bags of 180 to 200 lb. each. (On comparing this report with that published by the London Times Supplement (C. & D., August 25, p. 240) it will be seen that there is a wide divergence of opinion as to the extent of this crop.)

RUBBER is again easier, and ¼d. lower on the week. The demand continues slow, and it would appear that manufacturers, in spite of the present low prices, are not taking advantage of same. The American market still continues quiet, but during the course of the next few weeks there is likely to be more activity in that quarter. Arrivals last week totalled 2,222 tons, whilst deliveries were 1,268 tons, showing a further increase of 954 tons in the stocks. The London stock now stands at 53,665 tons, against 51,935 tons at the corresponding period last year. For shipment (Wednesday, 5 p.m.): No. 1 standard ribbed smoketons, spot and September, 10½d.; October, 10½d.; October-December, 10½d.; January-March, 10½d.; April-June, 11½d. per lb.

SEEDS.—ANISE. Spanish is 67s. 6d. spot and Russian is dearer at 30s. per cwt. spot. CUMIN.—The market is quiet with Mazagan on spot at 24s. 6d., and for shipment 24s. c.i.f. is the price. Saffi is not offered on spot, but for shipment 23s. 6d. is quoted. A parcel of 10 tons of Tangier alofat has changed hands at 22s. 3d. c.i.f. CUMIN.—Malta remains at 70s. spot, and for prompt shipment 60s. is quoted. A parcel of Morocco is now offering on spot at 65s. For shipment sellers are firm at 58s. 6d. c.i.f. FENUGREEK on the spot is 24s. The forward positions are a little higher at 17s. 6d. c.i.f. for September or September-October. CORIANDER on the spot is unchanged at 11s. For shipment the price has advanced to 9s. 6d. c.i.f. LINSEED remains firm on spot at 23s. 6d. and at 22s. c.i.f. for September shipment. FENNEL is quiet at 67s. 6d. spot and 60s. c.i.f. for prompt shipment. MUSTARD is inclined to be a little easier, sellers now offering at 23s. 6d. to 35s., according to quality. CARAWAY.—Dutch is now 41s. per cwt. on the spot.

SENEGA.—The spot values are from 4s. 3d. to 4s. 4d. per lb., and to arrive sales have been made at 3s. 9d. c.i.f.

SHELLAO has been dull, but steady, usual standard TN orange closing at 197s. 6d. per cwt. on the spot; fine orange is 210s. to 270s.; pure butter 222s. 6d.; and A.C. cake 205s. To arrive, TN for August-September shipment has been sold at 187s. 6d. to 188s. c.i.f. Sales for delivery include TN for October, at 197s. 6d. to 198s. 6d. to 196s., and December at 197s. to 200s., closing sellers at 196s.

The landings in London during August were 5,091 packages, against 7,000 packages in 1928; the deliveries were 5,796, against 4,369; and the stock on August 31, 27,000 packages (consisting of 25,379 packages orange, 923 garnet and 728 butter), against 15,242 last year. The following figures (packages) show the landings, deliveries and stocks in the first seven months of the last three years:

	1927	1928	1929
Landed	55,638	56,243	56,243
Delivered	55,946	56,303	47,822
Stock, Aug. 31	25,586	15,242	27,000

SQUILL.—Fair white is quoted at 27s. per cwt. on the spot. Several arrivals have taken place, including 129 bags from Malta.

TRAGACANTH.—There has been a fair demand for medium to good grades at between £15 and £25 per cwt., which are very scarce on the spot, and higher prices have been paid. As the new crop is not expected before the latter part of the year, it is anticipated that prices will advance still further. A Mincing Lane report for August states that a decided improvement took place in the demand, and further, considerable parcels have been placed, thus clearing some very old stocks.

The London stock on August 31 was 11,534, against 6,972 in 1928 and 10,924 in 1927; the landings to date have been 11,801 and the deliveries to date 8,285 packages.

VALERIAN ROOT.—Belgian is quoted at 67s. 6d. per cwt. for last year's crop.

WAX (VEGETABLE).—Japanese is quiet at 51s. per cwt. on the spot, and September-November shipment is 73s. 6d. c.i.f. Carnauba is firmer, and fatty glycer cannot now be bought under 115s. per cwt.; September-October shipment is 110s. c.i.f., and October-November, 109s. c.i.f. Chalky grey is 114s. spot, and September-October shipment, 106s. Primera is 160s. spot and 150s. per cwt. spot.

Essential Oils

STAR ANISE is higher for leads in cases, no drums or tins being available on spot. Lemon and bergamot are easier. Cassia is without interest. Java citronella is firm to come forward, and may undergo a sharp rise. Geranium Bourbon is slightly easier, and Algerian is unchanged. Gingergrass is unchanged, and no c.i.f. offers are yet available for new crop. French new crop lavender is slightly easier. Spearmint is fairly firm, and American holders do not seem anxious to sell. New crop American peppermint is easier to come forward, and Japanese dementholised for forward shipment has been sold at lower prices up to March, 1930, on speculative account.

ANISE.—No drums or tins are available on the spot. Leads in cases are quoted at 3s. 9d. to 3s. 10½d. per lb. on the spot. To come forward, September-October shipment, drums are quoted at 2s. 11½d. c.i.f., tins in cases at 3s., and leads in cases at 3s. 5d. per lb. c.i.f.

BERGAMOT.—The spot price ranges from 15s. 6d. to 16s. per lb. for 38-40 per cent. l.a., and for new crop January shipment 14s. 6d. per lb. c.i.f. is quoted.

CANANGA.—Java is quoted at 10s. 6d. to 11s. per lb. in drums on the spot. Quinquina, per lb. c.i.f. are: 1-cwt. drums, 10s. per lb.; 5-cwt. drums, 10s. 3d. per lb.

CASSIA is without interest, and the spot price is 4s. 9d. per lb.

CITRONELLA.—Ceylon citronella is in better demand at the source, and August shipments are quoted at 2s. per lb. c.i.f., and delivery from September shipments from Ceylon at 2s. 0¼d. per lb. c.i.f. Java citronella is quoted at 2s. 6½d. per lb. c.i.f. for prompt shipment, September-December monthly lots at 2s. 1½d., and 1930 monthly lots at 2s. 9½d. per lb. c.i.f.

During the first half of August demand was very limited, but the prices cabled from Java remained practically on the same level, though in some cases they were slightly increased. During the second half of the month the market was much firmer. It appears that many Java producers have sold more than they can produce, the smaller output being the result of a very severe drought. These producers will have to cover themselves in the Bazaar market during the coming months of the present year. If this covering is done at the same time as some demand is met with from the side of European and American consumers, the only result might be that a sharp sell will take place. The export market for Java citronella is secured by the fact that production does not exceed consumption, but on the contrary consumption at present exceeds most probably the production. Most of the stocks in Europe and America have disappeared from the market and stocks at present are very small.

GERANIUM.—Bourbon is practically unchanged, but the position may have become a little easier owing to absence of demand. The prices quoted range from 19s. 6d. to 20s. 6d. per lb. on the spot, and 19s. to 19s. 6d. per lb. c.i.f. Stocks, however, seem to be fairly firmly held, and there is not much prospect of any great reduction in price. Algerian is quoted at 21s. on the spot.

GINGER is quoted at 25s. 3d. per lb. on the spot and 25s. to arrive c.i.f.

GINGERGRASS.—Spot is unchanged at 9s. per lb. No c.i.f. offers are yet available as regards new crop.

LAVENDER.—French new crop is quoted at about 15s. per lb. for 38 to 40 per cent. esters.

French lavender distillation is now in progress. The price paid for flowers has been from 1.50 francs to 2 francs per kilo, according to the district. The yield was good at the beginning, but was interrupted by daily rains, but later fine weather made its appearance and the yield returned to normal. Provided nothing untoward has intervened in the meantime, it is hoped that the total crop may not show a big deficit over that of last year. It is thought that prices will stiffen when buying begins. It is also reported that the use of solvents for extracting the oil is increasing.

LEMONGRASS is unchanged, and the spot prices varies from 14s. 3d. to 15s. per lb. New crop c.i.f. prices range from 10s. 3d. to 11s. 9d. per lb.

LEMONGRASS is quoted at 2s. 7d. per lb. in 5-cwt. drums c.i.f., and 2s. 8d. per lb. in 1-cwt. drums c.i.f.

MANDARIN is quoted at from 23s. to 25s. per lb. c.i.f. for prompt shipment. For November shipment new crop is offered at 23s. per lb. c.i.f. Spot price is about 27s. per lb.

ORANGE.—Sicilian orange is quoted at 16s. 6d. on the spot and 16s. to 16s. 3d. per lb. c.i.f. for prompt shipment. November shipment new crop is offered at 14s. 6d. per lb. c.i.f. Californian orange is quoted at 12s. 6d. per lb. on the spot in tins and cases. Sweet orange is quoted at 17s. 3d. per lb. on the spot and 14s. 6d. per lb. c.i.f. new crop to arrive.

PALMAROSA.—Spot is unchanged at 11s. 9d., and for November-January shipment, new crop, sellers quote 11s.

PATCHOULI.—Firm at 22s. to 22s. 6d. on the spot and 21s. 6d. c.i.f.

PEPPERMINT.—American peppermint is quoted at lower prices to arrive. Drums are quoted at 15s. 6d. to 15s. 9d. per lb. c.i.f., and tins at 15s. 9d. to 16s. per lb. c.i.f. H.G.H. is quoted at 23s. 6d. per lb. There is some inquiry on the spot, and for good brands in tins in cases 16s. is wanted. Japanese dementholised Kobayashi-Suzuki is quoted on the spot at 6s. 4½d. per lb., and for outside brands 6s. 2d. to 6s. 3d. To arrive a fair amount of speculation has taken place with sales up to March, 1930; sales have varied from 5s. 1½d. to 5s. 7½d. c.i.f. as to position.

The exports of peppermint oil from Japan during the six months ended June 1929 amounted to 213,600 kin. valued at 2,014,022 yen, against 257,100 kin (value 1,325,908 yen) for the corresponding period of 1928, and 228,000 kin (value 1,255,073 yen) for the corresponding period of 1927. The destinations were as follows:—

To	1927		1928		1929	
	Quantity	Value	Quantity	Value	Quantity	Value
British India	Kin	Yen	Kin	Yen	Kin	Yen
Straits Settlements	6,300	38,044	6,000	27,968	7,400	39,164
French Indo-China	6,100	31,835	2,300	7,820	6,100	25,298
Great Britain	8,600	43,645	13,700	52,889	—	—
Germany	43,900	247,354	15,300	74,615	29,100	141,672
Australia	61,800	437,034	164,600	898,926	90,000	409,908
Other countries	63,800	370,377	37,300	162,100	59,000	293,405
	2,200	11,277	1,100	5,633	2,200	10,647
	15,300	75,507	16,200	96,957	18,900	95,928
	228,000	1,255,073	257,100	1,325,908	213,600	1,014,022

PETITGRAIN.—Paraguay is quoted on the spot at about 7s. 6d. per lb. No prices are yet available for French new crop as distillation is in progress and the yield is reported only fairly.

SASSAPARA.—Natural oil is quoted at 5s. 6d. per lb. on the spot and 5s. 4d. per lb. c.i.f.

SPERMAT.—Sperm is fairly firm, and American holders do not seem anxious to sell. Prices quoted are 21s. to 21s. 3d. per lb. spot, and about 20s. 3d. per lb. to come forward.

VEITIVERT.—Java vetiver is quoted in cases of about 10 kilos at 18s. per lb. c.i.f. Bourbon is quoted on the spot at 20s. per lb. and 17s. 6d. per lb. c.i.f.

WORMSEED (CHENOPODIUM) is still firm at about 17s. 6d. per lb. on the spot, and to come forward at about 15s. per lb. c.i.f.

Pharmaceutical Chemicals, etc.

BUSINESS conditions in this section remain much as previously reported, about the only changes being a further advance in morphine and codeine and their salts, as the result of the rise in opium. Cream of tartar remains very firm; milk sugar for forward delivery is steadier.

ACETANILIDE is dull and unchanged; B.P. crystals and powder, 1s. 4½d. to 1s. 6d. per lb.

AMORPHINE is steady with business quiet; spot, 10s. 7d. to 11s. 1d. per lb. as to quantity; f.o.b., ten cwt., 10s. 6d.; five cwt., 10s. 3d. per lb.

APOMORPHINE is dearer at 44s. per oz. for hydrochlor. cryst.

ASPIRIN is steady on a subdued market: quoted from 2s. 9d. to 3s. per lb. as to quantity; some offers may be slightly cheaper.

BARKTONE continues firm on spot and in short supply: quoted at about 6s. 6d. to 7s. per lb.; Continental makers are not offering.

BENZALDEHYDE (.03) is steady on a slow market: quantities, 1s. 10d.; small lots, about 2s. per lb.

BENZOIC ACID is still quiet and unchanged: quantities, ex works, 2s. 3d. spot parcels, about 2s. 2d.

BROMIDES.—There is nothing of interest to report: business is sluggish, while quoted prices are unchanged. Dealers quote: ammonium, 1s. 10½d. to 1s. 11d.; potassium, B.P., granular, 1s. 6½d. to 1s. 7d.; crystals, 1s. 6½d. to 1s. 7d.; sodium, B.P., 1s. 9½d. to 1s. 10d. per lb., as to quantity. British makers' list prices are also unchanged: ammonium, 1s. 11½d.; potassium, B.P. crystals, 1s. 8½d.; granular, 1s. 7½d.; sodium, B.P., 1s. 10½d. per lb. in cwt. lots.

CALCIUM LACTATE continues quiet: quantities, 1s. 2d.; smaller parcels, up to 1s. 3½d. per lb.

CHLORAL HYDRATE is steady but slow of sale: duty-paid crystals, 3s. 1d. to 3s. 6d. per lb., as to quantity and packing.

CITRIC ACID (B.P. crystals).—There is little to report: spot prices of foreign are unchanged at about 2s. 0½d. to 2s. 1½d. per lb. c.i.f. 5 per cent. for quantities, with supplies adequate. English is quoted at 2s. 0½d. less 5 per cent.

CODEINE AND SALTS.—The makers on September 2 announced

an advance of from 1s. 6d. to 2s. per oz. in prices, and now quote the alkaloid cryst. and precip. at 21s. per oz., hydrochloride and sulphate at 18s. 6d. and phosphate at 15s. 9d.; 25-oz. lots are 3d. per oz. less, with usual reduction for 100-oz. and 250-oz. contracts.

CREAM OF TARTAR is very firm on a bright market in the region of 100s. to 102s. 6d. per cwt. for foreign 99 to 100 per cent. powder. English makers quote 104s. per cwt. less 2½ per cent.

CREOSOTE CARBONATE remains very quiet at about 5s. 8d. to 6s. per lb.

GUAIACOL CARBONATE is unchanged at from 4s. 6d. to 5s. per lb.

HEXAMINE is steady but business continues poor: quoted from 2s. 3d. to 2s. 6d. per lb.

HYDROQUINONE is quoted at the controlled prices of 3s. 8d. to 3s. 11d. per lb., as to quantity.

JALAP RESIN is dearer at 15s. 6d. per lb., 16s. for powder, and less for quantity.

METHYL SALICYLATE (B.P.) continues at makers' prices of 1s. 6d. to 1s. 8d. per lb.

METHYL SULPHONAL is dull on a steady market: quoted, as to quantity, at from 12s. 7d. to 13s. 10d. per lb.

MILK SUGAR—Dutch (B.P.) is unchanged at from 55s. to 56s. per cwt. on the spot. Forward prices are steadier owing to persistent drought.

MORPHINE AND SALTS.—Owing to the increased cost of opium, makers of morphine and salts advanced their prices on September 2 by 1s. to 1s. 2d. per oz., and now quote as follows: MORPHINE, alkaloid, precip., morphine bromide, meconate and tartrate (neutral), 19s. 8d. per oz.; assorted, 25 oz. are 3d. per oz. less. Morphine acetate, hydrochloride powder and sulphate, 15s. 9d. per oz.; crystals, 5d. per oz. more; 75 oz. lots are 3d. per oz. less. Morphine diacetyl, 21s. per oz.; morphine diacetyl hydrochloride, 20s.; morphine ethyl hydrochlor., 21s.; 25 oz. are 3d. per oz. less.

PARAFORMALDEHYDE is dull and unchanged: 100 per cent. powder, 1s. 7d. for quantities in kegs; small parcels, 1s. 8d. per lb.

PARALDEHYDE is slow of sale at from 1s. 1d. to 1s. 4d. per lb., as to quantity and packing.

PIENACETIN is unchanged on a steady but flat market: quoted from 3s. 2½d. for ten-cwt. lots up to 3s. 7d. per lb. for small parcels; f.o.b. Continent, about 1d. less.

PIENAZONE remains quiet and unchanged; ten cwt., 5s. 9d. up to 6s. 1d. per lb. for small parcels; f.o.b. Continent, about 1d. per lb. less.

PHENOLPHALEN continues at controlled prices, with the market dull: quoted from 5s. 11d. to 6s. 11d. per lb., as to quantity.

POTASSIUM PERMANGANATE is slow of sale, with prices steady: quantities, in drums, 6s.; smaller parcels about 6½d. per lb.

POTASSIUM SULPHOGUAIACOLATE.—For the usual 14-lb. or 25-lb. lots 3s. 8d. per lb. is quoted and 3s. 6d. for quantity.

SALICYLIC ACID.—B.P. is unchanged at from 1s. 5d. to 1s. 7d. per lb. for both crystals and powder, according to quantity.

SODIUM DIETHYLBARBITURATE continues firm on spot at from 7s. 9d. to 8s. per lb.

SODIUM SALICYLATE (B.P.) continues steady at home makers' prices: ten-cwt. lots, 2s. 2d. up to 2s. 4d. per lb. for small parcels.

SULPHONAL is unchanged at controlled prices: ten cwt., 10s. 1d. up to 11s. 2d. per lb. for small lots of crystals; powder, 1½d. per lb. more.

TANNIC ACID.—B.P. remains slow of sale; quantities, 2s. 10d.; small parcels, 3s. per lb.

TARTARIC ACID (B.P. crystals) is unchanged; business has been fair and spot prices for foreign are steady at about 1s. 4½d. to 1s. 4¾d. per lb. for fair quantities. English makers quote 1s. 5d. per lb. less 5 per cent.

TRIOXYL is unchanged on a dull market: synthetic fine white, 9s. 1d. to 9s. 3d. per lb.; ex ajowan seed, 11s. 5d. per lb.

VANILLIN is unchanged: cwt. lots, ex clove oil, 15s., and 14s. 4d. per lb. on contract, for ton lots; ex guaiacol, 14s. 6d. per lb. for cwt. lots.

Industrial Chemicals, etc.

London, September 4.

BUSINESS in this market continues quiet in most directions, the tone being lifeless in many instances. All items continue unchanged with the exception of copper sulphate, which is easier. ARSENIO.—Demand has been slow and Cornish agents are taking orders at £16 per ton f.o.r. mines, while actual business is confined to small lots. Mexican high-grade is quoted at £16 10s. c.i.f. home ports. The Canadian output for last year was reported at 2,425

tons—against 2,779 tons for the previous year. CADMIUM.—Business has not been very active, but the tone is steady and spot prices range from 3s. 10d. to 3½d. per lb., c.i.f. for Australian or Canadian metal. There are, however, somewhat cheaper parcels offering from the Continent. COPPER SULPHATE.—The undertone was rather easier despite the considerably higher cost of rough bar copper, and the quotation of English makers is about £26 to £26 10s., although much lower rates are quoted from the Continent. These figures are understood to be for casks, less five per cent. MAGNESIUM is steady and home makers' prices stand at 3s. 3d. to 3s. 9d. for small sticks or bars, according to specification, while wire is quoted at 7s. 6d., 12s. 6d., ribbon at 11s. to 14s., and powder sells at 4s. 6d. up to 7s. 6d. per lb. according to quality and quantity. SELENIUM.—Prices are well maintained with high-grade black powder ranging from 7s. 8d. to 7s. 9d. per lb., delivered Liverpool warehouse. SULPHUR.—There has been a steady demand for American crude, which is quoted at £5 12s. 6d. to £5 17s. 6d., while Sicilian flowers stand at £12 7s. 6d., refined ground at £11, and roll at £9 15s., all c.i.f. to arrive. COAL TAR PRODUCTS, ETC.—There is very little change to record this week. Carbolic acid crystals are again slightly dearer. Creosote oil is easier and very weak. Pitch is dearer and the market continues steady. ANILINE oil continues quiet and unchanged at 8½d. per lb., packages extra, carriage paid. ANILINE SALT continues steady at about 8½d. per lb., packages extra, carriage paid. BENZAMPHIDOL is unchanged from 10s. per lb., carriage paid. CARBOLIC ACID.—Crystals (39° to 40° C.) are slightly dearer from dealers' hands at 8½d. per lb. f.o.b. or carriage paid, in drums with over-casks; market continues very firm with supplies short; crude carbolic 6½s. 2s. 2d. to 2s. 4d. per gallon, naked at works. CARBONATE OF SODA is easier and very weak; ex works, 3d. to 4d. per gallon, in bulk quantities. NAPHTHALENE continues quiet with prices unchanged; flakes and balls, £15 15s. to £16 per ton, in cases, ex wharf. METHYL ALCOHOL continues in fair demand with the market irregular: quoted at about £45 per ton and less for quantities, in drums, ex store. PYRIDINE continues dull f.o.b. 4s. to 4s. 6d. per gallon. TOLUOL is in limited demand, commercial 9½s. 1s. 9d.; pure, 1s. 11d. per gallon, at works. XYLOL continues slack; commercial about 1s. 10d.; pure about 2s. per gallon, at works. PITCH shows a slight advance at 47s. 6d. per ton, f.o.b. East Coast.

Fixed Oils, etc.

GENERALLY quiet markets are reported. Linedseed and cotton are dearer. Palm and coconut show a slight decline in price. SOYA is a weak market, and turpentine continues steady. ACID OILS are steady, but slow of sale; coconut and/or palm kernel, 33s.; groundnut, 30s. 3d.; soya, 28s. spot. CASTOR is steady with prices unchanged; pharmaceutical, 48s. 6d.; first pressings, 45s.; second pressings, 42s. per cwt. in barrels on the spot, in not less than one ton lots. COCONUT has been very quiet and prices are easier; deodorised, spot, 40s. 9d.; Ceylon, 33s. 6d. c.i.f.; Cochin, 42s. 6d. c.i.f. COTTON continues steady and is slightly dearer; deodorised, 43s.; common edible, 41s.; soapmaking, 38s.; crude, 36s. 6d. spot. GROUNDNUT is quiet; deodorised, spot, 43s. 6d.; c.i.f. 42s. 6d. c.i.f. PALM KERNEL continues dull; deodorised, 42s.; crude, 37s. PALM.—Prices show a slight fall and the market is weak; Lagos, 33s.; softs, 32s. 9d.; mediums, 33s.; hard, 34s. 6d.; bleached, 35s. 6d. spot. RAPE continues quiet; refined, 44s. 6d.; crude, 36s. spot. SOYA is weak; deodorised, 41s.; LINEDSEED (raw, naked) is active and dearer; on spot, 38s. 9d.; September, 37s. 4½d.; October–December, 37s. 1½d. per cwt.; January–April, 37s. 1½d. Boiled oil, spot, 40s. 6d. TURPENTINE.—The tone was very steady and a little harder again on firmer American advices, and there has been a little more activity on the part of consumers. The London spot price closed at 45s. per cwt. October–December at 43s.; and January–April at 44s. 9d. Deliveries for last week were 2,191 barrels, making a total since January 1 of 66,293 barrels, compared with 70,607 barrels for the same period last year. Stocks were returned at 17,976 barrels against 35,538 barrels a year previous. Including the landings and stocks, the London visible supply makes up at 30,334 barrels, against 42,745 barrels. RESIN.—The market has again advanced, but there was not much business, and buyers are not much inclined to concede the stiffer rates. C.i.f. terms were as follows:—B/K, 13s. 4½d.; M/N, 12s. 6d. to 13s. 9d.; W/G, 19s., and W/W, 19s. 6d. Terms ex works, 12s. 6d. to 13s. 9d. per cwt. more, except for W/W, which is held at 21s. 9d. There is only very little interest in French grades, which are not considered attractive at current quotations. WOOD.—Hankow in barrels on spot is offered at about 75s. 6d. per cwt.



Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

The Bazaar Trade

SIR.—A serious topic of conversation and correspondence is the chemists' anxiety at the increasing number of proprietary articles of the toilet category which are finding their way into general stores. As a manufacturer I consider the arguments and remedies expounded by retailers should be answered in a frank manner. The general store business is a rapidly expanding one. It now caters for every class of shopper. If a proprietary article is wanted and the manufacturer refuses to supply, a similar article is promptly produced by some unknown manufacturer with an unknown brand; and the toilet departments of these stores steadily grow. This growing unknown brand trade was, and is, being felt by manufacturers. The volume of trade through the chemist did not expand as it should have done, and the reason was to be found in a growing competition from the unknown brand in these general stores. Manufacturers have had some hard knocks during the past few years. Advertising rates in the Press have been doubled, and in some cases trebled. Newspapers have doubled their size. Advertising competition has increased, and eating into chances of progress was the unknown brand, marketed through the general stores with no other advertising support than value for money and prominent display. Chemists have complained about advertising in the Press offering ten days' free trial of our products in return for postage. They say this robs them of trade. (Other note!) "Sell to the general stores and we will boycott you!" This gets us nowhere. Chemists will realise in time that a manufacturer cannot sell to Blank for purposes of profit—the retail price of the average toilet article precludes it. He does so because it is very necessary to have such important distributive support for four reasons:—

First, to compete with the unknown brand.

Secondly, for the exceptional advertising to the consumer occasioned by permanent and prominent display, and the obvious advertising value to people who have never tried your product, sampling at a small cost.

Thirdly, the very grave necessity for keeping down overheads by increasing turnover.

Fourthly, the insistence of retailers that advertising must be kept up and public demand maintained.

If chemists will realise the manufacturers' difficulties under these headings, they will not condemn, but co-operate. They will realise, for instance, that the sixpenny trial proprietary tooth-paste bought at Blank's must automatically create a market for the larger and more economical sizes only to be obtained at the chemist's. The unknown brand must do them harm; it robs them definitely of trade. It cannot introduce customers to the chemist, because he cannot stock what is obviously the production of the firms in question. Very little opposition emanates from the multiple chemists. They realise the manufacturers' very real problem, and they compete with the general stores in the modern lay-out of their counters, reaping the larger profits on the bigger sizes of the products, possibly introduced through their general store competitors. Since the first month we introduced our products through the general stores, we have seen a steady and remarkable increase in our sales through the chemists. This is proof positive that the general stores definitely increase the chemists' turnover of the articles sold, because of the advertising occasioned by the greater distribution and greater usage of the public, who will try an article at little cost, but will not do so at a higher cost. A chemist friend said to me recently:—"I was very surprised and annoyed when I first saw your goods in Blank's, but although I put your line out of sight I found I had more inquiries for it than ever, and, what is more, new people came here asking for your

sixpenny line; so to-day, you see, I am competing with Blank. I have a sixpenny window once a month, and a permanent sixpenny end to my counter. It is a good answer to them, and I find it paying, as I often sell the larger size when they pick up the smaller." Not 30 per cent. of new proprietaries can stand the cost of introducing and maintaining sales. Thus the chemist suffers through unsaleable stock if advertising is not maintained. Every form of distributive advertising can be interpreted by the chemist as a loss of business to himself. Thousands of tubes of tooth-paste are being distributed house to house and through dentists, free of charge. In one case, the supply is ridiculously generous and free. In the other, the purchase made is at the same price that the product can be purchased for at the regular chemist's. Finally, chemists to-day are general stores; they compete with the silversmith, the hardware merchant, the fancy leather goods man, and the wine merchant and grocer. Trade is too general to-day for manufacturers and retailers to quarrel. Manufacturers are forced by competitive circumstances to sell their products over as wide a field as possible, not with the object of damaging their trade with their chemist friends, but with the very definite object of increasing their main profit-producing trade through the chemists, by lowering their overheads through increased turnover, and so creating an expanding advertising market by usage. Wide-awake chemists will observe that the general store has come to stay and to grow. Boycott cannot stop that growth, but meeting this by equal enterprise in showing and selling proprietaries is the answer for the chemists to make.—Yours faithfully,

MANUFACTURER (28/3).

SIR.—The recommendation of "Radio" (C. & D., August 24, p. 245) that chemists should have a six-exposure film at 9d. is a good one, and a film at this price would meet the competition of the 6d. one. I do not know the manufacturing costs of films, but if it is possible for the bazaars to sell four exposures for 6d. it should not be beyond the bounds of possibility for the English makers to put up one to compete with it. Any system which would concentrate the sales on the already popular size, $\frac{3}{4}$ in. by $2\frac{1}{4}$ in., would be welcome, as it is impossible to keep a representative stock of all the different sizes in several makes. The odd sizes should all be eliminated; they were only introduced as the result of competition between the camera makers and have long since ceased to be of any practical value. In this competition for a market it would seem that the manufacturers have already defeated their object by the giving away of cameras for cigarette coupons—originally to stimulate the sale of the particular film—since the recipients are now purchasing the 6d. films, so the genuine dealer who is still obliged to sell a six-exposure at 1s. 2d. has had a considerable falling off of sales this season. The question of developing and printing at the bazaar rates is another serious item. The charges in force with most dealers are those of the Photographic Dealers' Association, although I have seen one or two shops advertising developing at 3d. a spool, any size. How it is done and what profit there is in it is a problem unless there is a very large and constant turnover, but to the dealer who has to send his work out to a D. and P. house, it would mean that he would have to get a wholesale rate of 2d. a spool. Will anyone in the trade discuss the costs and charges in your columns so that we can see if there is any possibility of keeping the business?

Yours faithfully,

PHOTOGRAPHER (2/9).

Small Orders

SIR.—I agree with "H. C. M." (C. & D., August 24, p. 245) that in view of the competition we are surrounded with to-day from traders of all descriptions, the policy of keeping up the prices and the refusal to sell less than certain quantities has been the cause of driving much of our business to other quarters, not only the chamois skin trade which he mentions, but all sorts of things which chemists used to sell in considerable amounts. In fact, in all departments one could make out a list of articles which were at one time only sold by chemists and which now they hardly sell at all, except in one or two rare instances where a line has been specially catered for. The

trouble in breaking bulk is where one is going to stop; it commenced with Beecham's pills and Steedman's powders, Fenning's powders and Carter's pills, and now "H. C. M." instances Ovaltine rusks. Other chemists sell glycerin suppositories singly and break boxes of night lights; if we were all to go in for this system where should we end? What would "H. C. M." say to a customer who required 3d. worth of Radox or Reudal bath salts? Yet if breaking bulk is to be considered as a serious business proposition there can be no more objection to selling such items as these than to supply Ovaltine rusks in small quantities.—Yours faithfully,

NON-BREAKER (31/8).

The Chain-Store Menace

SIR,—The scheme which is described by "Centrality" in the article entitled "A Momentous Campaign" (*C. & D.*, August 10, p. 163) shows that the wholesalers in the United States are waking up to the danger of the position which would arise if the independent druggists were to be swamped out of business by the large chain stores. As has been pointed out before, the tendency of all multiple shops is to become their own middlemen, their own wholesalers, and their own producers, while if they could develop the octopus idea to a sufficiently large extent they would ultimately dictate to the consumer what he should buy and the price he would pay for it. Such a finale would, of course, benefit nobody except the actual shareholders in the concern, for the independent wholesalers and retailers would disappear, the public would in the end get inferior goods at superior prices, while the employees of the store would, with the possible exception of a few in positions of trust, get such wages as were handed out to them. The inauguration of such a scheme as the one described, where the manufacturers have got together to back up the retailers in their competition with these chain stores, shows that in the States they have realised all this and mean to fight it, but in this country we have not yet got to that stage. Here the manufacturers can only see the turnover and profits of the moment; and after another they are packing their goods in styles and at prices suitable for the market of the multiple shops, and there is no doubt that some of them are congratulating themselves on the new sales they are making without a thought for the chemists who made it possible for them to secure the original market. How long will it be before they learn the same lesson as the American wholesalers, and realise that the independent trader is, has been and will be their best source of distribution if they will only treat him fairly? The only part of the scheme which I have any doubt about is where it mentions financial help; if it means monetary backing of retailers by wholesalers, it is not without its drawbacks, as it might introduce the "tied house" system with its attendant evils.—Faithfully yours,

INDEPENDENT (15/8).

A Phase of Doctors' Dispensing

SIR,—It is clear that in some doctors' dispensing rooms there is little change from methods prevailing sixty years, and more, ago. My first introduction to a doctor's dispensary was as far back as 1868, when I called on a friend, a medical student, then hard at work making up bottles for waiting patients. For a time I remember a few crystals of ferrous sulphate were put into a bottle, and filled up at the tap (by the errand boy), who also put in a cork. For other purposes there were other drugs, but not many—Epsom salts, potassium nitrate and calomel were the principal, and little time was wasted with the scales; as for blue poison bottles, it would be safe to say there were none. With the greatly increased drug list, D.D.A., and so on, what is sauce for the pharmaceutical geese should be sauce for the medical ganders. Of course, to a large extent, the dispensing doctor does just what he likes, and no one can touch him. The proper thing to do is to reiterate on every suitable opportunity that the man who dispenses the medicine should not be allowed to sign the death certificate, and that for public safety the chemist should stand (as dispenser) between doctor and patient. Are we getting any nearer to this result?—Yours, etc.

RETIRED (5/8).

Legal Queries

R. D. (6/7).—The inclusion of the word "balsam" in the title "Balsam of Linseed, Liquorice and Aniseed" does not involve liability to medicine-stamp duty.

A. C. (12/8) asks whether, if a widow who is the sole executrix under her late husband's will carries on his business under his name with a qualified manager, the business must be registered under the Registration of Business Names Act, 1916. [The business must be registered.]

M. L. (3/7).—There is no legal obligation to keep the articles scheduled as "dangerous" drugs in a separate poison cupboard. The Dangerous Drugs (Consolidation) Regulations, 1928, stipulate that "Every drug or preparation in the actual custody of a person authorised by virtue of this Regulation shall be kept in a locked receptacle which can be opened only by him or by some assistant of his being a pharmacist."

E. B. (24/6).—If a man who has been trading as "—s" Drugs" dies and the business is continued by a member of his family under the same style, is it necessary, if the business has been registered under the Registration of Business Names Act, to register the firm again? [All that it is necessary to do is to notify the registrar of business names of the death of the proprietor and state who are the new partners.]

Optimist (31/7) rents a building which is distributed as follows: The rooms over the pharmacy are sublet as a flat. One room behind the shop is used by "Optimist" as a stockroom, and the other two rooms he lets for photographic developing and printing, the principal part of the result of which is purchased in his shop. He asks if he is entitled to a rebate in rates under the Rating and Valuation (Apportionment) Act, 1928. [We do not think so. The building, as it stands, is one hereditament, and it could not be said that it is used primarily as a workshop or factory. There is the possibility that if the two rooms used for developing and printing were separately rated, as they might be, a rebate might be obtained on that part of the building.]

W. H. (12/6) owns a house which is assessed to Schedule A (Property Tax) on £21. He received a demand for payment of tax amounting to £1 2s., being made up of £4 4s. (i.e., 4s. in the £ on £21), less £3 2s. in respect of child allowance. His earned income is £320 for the year, and the interest on mortgage is £19 5s. What, in these circumstances, is his liability to tax? [If "W. H." paid his instalments on the mortgage without deduction of tax the position is as follows: Earned income £320 plus unearned income £21=total £341. From this is deducted his earned income allowance, say £53, personal allowance (married man and wife living with him) £225, and child allowance £60. Total allowances £338. In addition to this there is the mortgage interest, amounting to £19 5s., which is a charge against income. As only £3 assessable income remains after deducting the allowances, without taking in the interest, there is no income-tax liability.]

"Solex" (7/8) asks what the usual amount of allowance is for an apprentice's board and lodging in lieu of wages. "Solex" has claimed £75 per annum for his son, aged twenty, but has only been allowed £52, and now the inspector is in doubt whether the son can be admitted as a *bona-fide* employee. [(1) The person with whom the apprentice is serving must return the apprenticeship fees as part of his income or profits. He may charge as an expense against his profit for income-tax purposes the cost of board and lodging of the apprentice. It must be assumed, therefore, that the cost of keeping the apprentice who lives in is rightly charged against the profits of the business, and no rule as to the amount which may be charged would seem to exist. (2) If, however, the inspector is dealing with it under the section whereby the son is over sixteen years of age but is receiving full-time instruction at a university school or other educational establishment, and an allowance of £60 for the first and £50 for the second or subsequent child made, then the position is altered. If proper articles of apprenticeship were executed "Solex" has presumably the rights contained in paragraph 1.]

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

F. C. R. (11/6).—(1) ARTIFICIAL FERTILISER.—The Adco patents are (in Great Britain) 152337 and 219348, and cover: (a) The process of making an organic fertiliser by causing soluble nitrogen (in the form of, for example, ammonium salts or urea), to combine with cellulosic materials through the agency of micro-organisms. (b) The process of employing certain insoluble but hydrolysable nitrogen compounds (for example calcium cyanamide or waste protein, such as yeast), for the same purpose. (c) The process of using phosphate in different forms (for example, mineral phosphate, basic slag, superphosphate) in conjunction with soluble or insoluble nitrogen compounds described in (a) and (b). (d) The mixtures (sold under the trade mark Adco) for use in carrying out the processes most simply.—(2) GENERAL FERTILISER.—The following is a formula for a fertiliser for general use:—

Superphosphate (30.32 per cent. soluble)	45
Fine bone meal	55
Potassium sulphate	15
Ammonium sulphate	17

R. W. (5/7).—LIQUID DRY SHAMPOO.—The following are formulas for liquid dry shampoo prepared with industrial spirit:—

I	
Potassium carbonate	12 oz.
Water	2 gall.
Industrial spirit	3 gall.
Synthetic violet	1 oz.
Dry extract of quassia	1 oz.
Saponin	2 dr.
II	
Solution of ammonia 0.880	3 oz.
Potassium carbonate	3 oz.
Borax	4 oz.
Saponin	3 oz.
Coconut oil emulsion	40 oz.
Industrial spirit	22 gall.
Water	21 gall.

Perfume (not to exceed 1 oz. to gallon) may be added.

The coconut oil emulsion is made as follows:—

Sodium hydroxide, of each	1 part
Potassium hydroxide	1 part
Coconut oil	10 parts
Spirit	5 parts
Distilled water	to make 50 parts

Dissolve the alkalis in five parts of distilled water and when cold add the spirit. Melt the coconut oil, and when it has nearly cooled to its congealing point add it gradually to the alkali solution, shaking continuously. Then shake at frequent intervals until saponification is completed. This takes from ten to twenty minutes. Finally, add distilled water to make up the volume. For violet, colour green; lavender, yellow; eau de quinine, red.

The formulas must be submitted to the Board of Customs and Excise for approval.

J. G. R. (27/8) asks if "net profit" shown in businesses advertised is arrived at after charging or allowing for a salary to the principal. [There is no definite rule in this matter; the proprietors of many one-man businesses charge a salary for their own services. It is usual, however, to compute "net profit" before charging this item and to show drawings (which a proprietor's salary really is) afterwards. Salaries or wages forming a charge in the profit-and-loss account of any business are deemed to be moneys paid to employees only. Another argument against charging this is that the proprietor's salary should be looked at in the light of an appropriation of profits, such being quite a distinct matter from an item forming a charge such as a salary paid to a legitimate employee.]

Curious (20/8).—It is very difficult to account for such a fall in gross profits save on the ground that cash taken over the counter was used to pay small accounts and no record kept, or that goods have been sold at guess prices

and at a loss. A buyer can only examine the goods and compare the stock of the previous year with that taken at the time of comparison, then make his own deductions on the remainder. Calculate about 25 per cent. on net cost, and that will give a rough idea of what gross profits should be.

P. S. C. (28/8).—OILED SILK.—The process of preparing oiled silk is as follows:—Large pieces of silk are fastened on a wooden frame furnished with hooks and movable pegs, and there is then applied to both sides of the silk a varnish consisting of poppy oil 3 parts, copal varnish 1 part. The drying properties of the poppy oil are increased by boiling with litharge or some of the newer siccatives salts. The varnish is applied as sparsely as possible, and if necessary repeated when the first coating has dried. Sometimes a thin copal varnish is applied as the final coating, and the surface finished by polishing with tripoli.

H. C. B. (27/8).—The number you quote refers to a cough pill, and not to a pectoral cough syrup.

Ogo (27/8).—According to the C. & D. Costing System the charge for the prescription should be 2s. 1d.

P. B. (30/8).—GINGER WINE ESSENCE.—See *C. & D.*, 1928, II, 352 and 772.

J. V. F. (26/8).—Aniline dyes are used to colour leaves (e.g., for autumn tints use magenta, eosin or erythrosin), which should be soaked in the warm solution. As a rule, it is advisable to add an adhesive, such as syrup or mucilage, to the solution.

M. C. (27/8).—The approximate gross profit of a chemist's business is 25 per cent., and all expenses other than owner's salary should easily be covered by 15 per cent. on a basis of about £2,000 turnover.

Syntax (23/8).—HAIR SETTING LOTION.—See *C. & D.*, 1928, II, 682. There appears to be no good book dealing with the subject.

I. M. (31/7).—MONTHLY INSURANCE ACCOUNTS.—Any chemist whose monthly accounts are not paid promptly should apply first of all to the clerk of the Insurance Committee asking for an explanation; failing satisfaction he should ask the secretary of the Pharmaceutical Committee to look into the matter for him. As a rule, however, the fault for non-payment lies with the chemist. Either he has not submitted his accounts by the prescribed dates, or they are not rendered in the proper manner.

J. F. A. (31/8).—FLY SPRAY SOLUTION.—See *C. & D.*, 1928, II, 618.

E. M. O'F. (16/87).—CATTLE ABORTION CAPSULE.—This was a powder contained in a capsule and consisted of a finely-ground powder of several vegetable components, such as would require a long investigation to elucidate. The ash contains only elements common to vegetable ashes. The sample is said to have been given to a farmer by an Indian in America.

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," September 15, 1879

Sunday Duty in Glasgow

Thus writes "A. B. G. R." in the "Glasgow Herald" for September 2:—"I am in a doctor's shop in one of the main thoroughfares in town, and have to be in shop at 9 a.m., just as any ordinary day in the week. When I open, the first thing that is asked for is "hair oil," and from 9 till 10.30 there is nothing sold but "hair oil and seidlitz powders." When the bell for church attendance begins to toll the people come for confectionaries. After 11, boys begin to flock in for half-penny and penny worth of glycyrrhiza root, what they term "lickery stick"; also honey, cream of tartar, citrate of magnesia, and other little things, which all could be got on Saturday evenings. This is the work done till 9 p.m., when I close; and I have been two years in this situation, and I never during that time entered a church door. . . ."



[Commenced C. & D., July 5, 1924]

Rubber, Commerce.—The remarkable growth in the world's production of plantation rubber, coupled with the demand during recent years, brings to the forefront one of the most important British industries of the present day. It would be difficult to estimate the enormous amount of British capital invested in the rubber industry, but a glance at the following statistics will illustrate the predominance of British interests in comparison with that of other countries:—

Nationality of ownership	Acres	Percentage of total
British	2,000,000	40.0
Dutch	1,000,000	10.5
French	135,000	2.7
American	105,000	2.1
Belgian	53,000	1.1
Swiss, etc.	52,000	0.4
Asiatic Holdings	555,000	11.7
Small Holdings	1,575,000	31.5
	5,000,000	100.0

The figures given for both the Asiatic and Small Holdings must be looked upon as approximate only, as the area is spread over a considerable mileage, but it should be borne in mind that the native holdings are nevertheless of considerable importance. The rapid strides, and the progressive manner in which the industry has established itself, are shown by the following table, giving the production from the years 1900 to 1928.

World Production (in tons)

Year	Plantation	Brazil	Rest	Total
1900 ..	4	26,750	27,136	53,890
1901 ..	5	30,300	24,545	54,850
1902 ..	8	28,700	23,632	52,340
1903 ..	21	31,100	24,829	55,950
1904 ..	43	30,000	22,077	62,120
1905 ..	145	35,000	27,000	62,145
1906 ..	610	36,000	29,700	66,210
1907 ..	1,000	38,000	30,000	69,000
1908 ..	1,800	39,000	24,600	65,400
1909 ..	3,600	42,000	24,000	69,600
1910 ..	8,200	40,800	21,500	70,500
1911 ..	14,419	37,130	23,000	75,149
1912 ..	28,518	42,140	28,000	98,928
1913 ..	47,618	39,370	21,452	104,440
1914 ..	71,340	37,000	12,000	120,340
1915 ..	107,867	37,220	13,615	158,702
1916 ..	152,650	36,500	12,448	201,598
1917 ..	213,070	39,370	12,258	265,598
1918 ..	255,900	38,700	9,929	294,529
1919 ..	285,225	34,285	7,350	326,860
1920 ..	304,816	30,790	8,125	343,731
1921 ..	321,637	27,837	2,830	352,304
1922 ..	354,980	21,755	3,205	379,920
1923 ..	384,771	22,580	5,420	412,771
1924 ..	394,607	23,514	6,095	424,217
1925 ..	481,955	27,386	6,735	516,076
1926 ..	576,955	26,433	11,390	614,778
1927 ..	567,504	30,952	6,740	605,196
1928 ..	620,168	24,556	4,950	649,674

Brazilian rubber, better known as "fine hard Para," which was formerly the mainspring of the rubber industry, finds little use by consumers at the present time, and whereas the production in 1928 scarcely differed from that of 1900, the plantation variety has increased by no less a figure over the same period of 620,164 tons. The great "boom" year of 1910 still stands out as the most exciting period in the plantation history, and it was in this year that the highest price on record was reached, viz., 12s. 9d. per lb. In the same year a great number of rubber companies were launched, millions of money being invested by shareholders; whilst a number of these companies are still in existence to-day, many proved to be hopeless failures, and ceased to

function only a short period after they were launched. During the "boom" period it was not uncommon to do business on Mincing Lane between the hours of 9 p.m. and 11 p.m. during the frantic scramble. The lowest price on record for plantation was reached in the year 1922, when spot rubber dropped to 63d. per lb. We give below the prices (per lb.) ruling since the year 1910, together with average price each year:—

Year	Highest	Lowest	Average
1910 ..	s. d. 12 9	s. d. 5 7	s. d. 8 9
1911 ..	7 3	4 6	5 5½
1912 ..	4 6	2 0	2 6
1913 ..	4 6½	2 0	3 0½
1914 ..	3 0	1 11½	2 3½
1915 ..	4 1½	1 11½	2 6
1916 ..	4 3½	2 1½	2 10½
1917 ..	3 4½	2 2½	2 9½
1918 ..	2 5½	2 1	2 3½
1919 ..	11 1	1 7	2 11
1920 ..	2 10½	0 10	1 11
1921 ..	1 3½	0 8	0 10½
1922 ..	1 2½	0 6	0 9½
1923 ..	1 6½	1 3	1 3½
1924 ..	1 8	0 9½	1 1½
1925 ..	4 8	1 4½	2 10½
1926 ..	8 8	1 11½	3 11½
1927 ..	1 8½	1 3½	1 6½
1928 ..	1 7½	0 7½	0 10½

The historic Stevenson Restriction Scheme of exports which came into operation in the year 1922 existed for a period of six years, and considerably helped the industry at a time when it sorely needed assistance, viz., when the plantings of previous years were bearing heavy quantities of latex, and at a period when the supply greatly exceeded the consumption. In many quarters the scheme was not looked upon with a friendly spirit, but suffice to say it was the means of helping the industry over a very trying period, and proved beneficial in most quarters. The somewhat abrupt termination of the scheme in the early part of 1928 was mainly brought about by political pressure by the big American interests, the leading spirit being Mr. Hoover, the present American President. The withdrawal of the Stevenson scheme will, it is expected, benefit the trade in the future, but the American counter-stroke, the formation of a "Buying Pool," to counteract the results of the Stevenson scheme, which still exists to-day, has resulted in stabilising prices, inasmuch that values nowadays show little fluctuation, even over an extended period. The following table will be found useful in discerning the quota consumed by the various countries:—

Estimated World's Consumption in 1928

United States	64 per cent.
United Kingdom	7 " "
France	6 " "
Germany	6 " "
Canada	5 " "
Japan	2 " "
Italy	2 " "
Belgium	1 " "
Rest	5 " "

Total: 100 per cent.

Whilst the industry as far as Great Britain is concerned is still in its infancy, an item worthy of notice is that according to the last official returns of the U.S.A. authorities, the number of passenger cars and trucks in 1928 totalled 4,343,900. The rubber industry is so well organised that to-day the main objective of the leading producers is to reduce the cost of production. Whereas a few years ago scarcely any estate could produce below 1s., f.o.b., nowadays many of the leading companies can produce below 4d. per lb., f.o.b., equivalent to 5½d. per lb. ex warehouse London.

Rubber Gloves: Display.—Rubber gloves are not articles which call for prominent display. In districts where there is a reasonable demand for them, such as the vicinity of a hospital, it is as well to show them inside the shop, and occasionally in a less conspicuous corner of the window. The rubber of which they are made is of a fine texture, and very thin; care must therefore be taken that the gloves are not exhibited where they are likely to be affected by the sun's rays. Nor should they be placed near any source of artificial heating. Another danger to be avoided is contact with oil or grease. It is advisable to store these gloves in airtight cases or boxes in the coolest

The C.&D. Commercial Compendium

part of the shop or store-room. They are usually packed in tissue paper and it is preferable to leave them undisturbed until required for sale. With each pair of gloves many manufacturers supply a packet of sterilised powder, which is used to facilitate the drawing on of the gloves. (See also Rubber: Preservation.)

Rubber, Preservation.—There is no perfect preservative for rubber goods, but by care their life may be prolonged. Disuse and exposure to air or storage in warm places cause rubber to become hard and brittle by oxidation. To ensure the maximum use, rubber articles should be kept in a dark place at an equable temperature of about 60° F. Another frequent cause of perishing is contact with greasy substances. Dressing windows with hot-water bottles tends to shorten the normal period of flexibility. Users of hot-water bottles should be informed on purchasing that boiling water from a kettle is detrimental to the bottles. Placing a filled bottle near a fire or on a kitchen range is certain to cause trouble. A fresh appearance can be imparted to rubber goods by brushing with a 1-in-6 solution of soft soap in methylated spirit. The tendency of rubber to become hard in cold weather can be overcome by gentle warming and careful pulling. Another point to observe in storing is to extend the articles to their full length, or, if this is not possible, to cool them in such a way as to avoid kinking. Bathing caps should be thoroughly washed after sea bathing to remove the salt, allowed to dry and then dusted inside with French chalk. Enemas and douche tubes should be flushed out after use and suspended lengthways to dry. If an oily substance has been in use, they should be thoroughly washed with hot water and washing soda before flushing. Urinals should be flushed daily with a saturated aqueous solution of boric acid. Feeding-bottle teats, valves, washers and similar articles should be washed in a warm solution of washing soda, rinsed, allowed to dry and washed in hot water again before being used. Hot-water bottles should be emptied and hung up inverted to drain. If they are being put away for a period they should be partially inflated with air after drying. Elastic stockings and knee-caps of rubber, when soiled, should not be washed, but should be cleansed by rubbing over with stale breadcrumbs or dry flour and shaking at frequent intervals. India-rubber sponges should be occasionally washed in warm washing soda solution to remove grease. They should then be thoroughly rinsed in water. The life will be longer if sponges are squeezed and pressed instead of being twisted. After use they should be placed in a position where drainage is possible. Surgical rubber gloves are soon ruined by boiling, but during sterilisation should be kept apart by being wrapped in gauze. Fluffed gauze should also be inserted into each finger to prevent sticking, which will always occur when the rubber softens after two or three boilings. After use they should be washed in soap, dried, sprinkled with talc and laid away unfolded in gauze in an airtight case. Atomiser bulbs and soft rubber syringes should be thoroughly dry when not in use and kept in the instrument case. Catheters and rubber rectal instruments are best kept at full length in closely stoppered glass bottles. Catheters, as well as rubber gloves, may be sterilised in formaldehyde vapour. An important factor in furthering the life of soft rubber instruments is the nature of the lubricant used. Oil or glycerin soon ruin the article, as also do alcohol, ether or chloroform. Many formulas (see "Pharmaceutical Formulas") have been suggested as lubricants.

Rubber Stamps.—These should form part of the chemist's office equipment. A date stamp containing the word "Received," with movable date figure in the centre, enables him to record the date of arrival of postal communications. The stamps may also be obtained with clocks attached. For sales letters, circular matter, and unimportant or stereotyped communications, a stamp bearing the chemist's own signature is useful. A receipt stamp bearing the words "Received with thanks," a line for the date, and either his name or a space for it, saves time in receipting bills. Revolving receipt-dating stamps

may also be obtained. Self-inking pads should be used in conjunction with these rubber stamps. They are supplied in violet, green, red, black and blue. When a number of these stamps are used, a japanned or aluminium rack or stand to take six or more is to be recommended.

Rubidium.—This element was discovered in 1860 by Bunsen and Kirchhoff, who detected it by means of the spectroscope in Dürkheim mineral water. The name is derived from the two lines in the dark-red which characterise the spectrum (rubidus=dark red). It occurs in many mineral waters and in the tobacco plant. The commercial source is carnallite, in which it may be present to the extent of 4 per cent. After the extraction of potassium chloride, the rubidium remains in the mother liquors as a double rubidium-magnesium chloride, $\text{RbCl} \cdot \text{MgCl}_2$. A solution of aluminium sulphate is added and rubidium-alum is crystallised out. The aluminium may be removed by means of milk of lime, and the rubidium sulphate purified by recrystallisation. This is converted into the chloride by treatment with barium chloride. The metal itself may be obtained by the electrolysis of the fused chloride. It is lustrous, but rapidly tarnishes in air, exceedingly soft, m.p. 38°, b.p. 696°, s.g. 1.525. The atomic weight is 85.45. Chemically and medicinally the salts resemble the corresponding salts of potassium with which they are isomorphous. They are radioactive emitting β rays. The iodide and carbonate have been used in medicine; the former is said to be better tolerated than the potassium salt. Rubidium carbonate ($\text{Rb}_2\text{CO}_3 \cdot \text{H}_2\text{O}$) may be obtained by adding baryta water to an aqueous solution of rubidium sulphate, filtering, treating the filtrate with ammonium carbonate and evaporating to dryness. The residue is extracted with water and the rubidium carbonate obtained by evaporation. It is a white microcrystalline powder, soluble in water, giving a strongly caustic solution. It is deliquescent and forms the bicarbonate, RbHCO_3 , which is stable in air. Rubidium iodide is prepared by the double decomposition of rubidium sulphate and barium iodide in aqueous solution. It occurs in white lustrous crystals isomorphous with potassium iodide. A tri-iodide and a penta-iodide RbI_3 and RbI_5 , are also known, and the corresponding compounds with chlorine and bromine. In this respect rubidium differs from potassium. The double salt formed with platinum chloride is also much less soluble than potassium platinum chloride.

Rubus.—The genus of the N.O. Rosaceae, to which belong the common blackberry and raspberry. The barks of the root of three species of *Rubus* were formerly official in the U.S. Pharmacopoeia, and used in medicine as a mild astringent. *Rubus villosus*, Ait., is the species known as the American blackberry. *Rubus canadensis*, Linn., is the American dewberry and *Rubus trivialis*, Michx., is the bush blackberry of the Southern States. An illustration of the structure of the bark of *Rubus villosus*, Ait., is given in the "National Dispensatory," 1886, p. 1315. The English blackberry is *R. fruticosus*, Sm., and the English dewberry is *R. cuneatus*, Linn., distinguished by the large size of the grains, the small number of them, and the whitish bloom on them. There is a small species of *Rubus* found on the Scotch mountains and Northern Europe generally; it is only about six inches high, bears a single, rather large, yellow fruit, like a blackberry in shape, named *Rubus Chamaemorus*. It is called the cloudberry, and has a reputation as a good febrifuge in Norway, Sweden and Russia. It contains an active principle having diuretic properties. The fruit can be preserved in snow to keep it. ("Pharm. Journ." (4), 25, 639). The cloudberry is the badge of the Scotch clan Macfarlane. Several species of *Rubus* have lately been introduced into cultivation. One of the most interesting is *Rubus phaniceolatus*, or wineberry of Japan. The fruit is bright orange-red, and is eaten uncooked. The foliage and stems are covered with red bristles, which makes it a beautiful decorative climbing plant. The loganberry is one of the best *Rubus* fruits for bottling. (See also Raspberry, which is a *Rubus*.)

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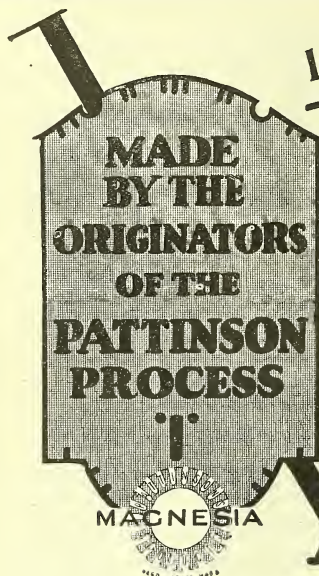
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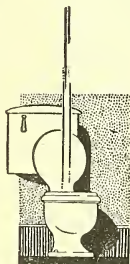
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The chemically pure glycerine supplied by us is
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PRECIPITATED CHALK. Finest and lightest,
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COD LIVER OIL. (Finest Lofoten.)
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DECOLORISING CARBON.
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London, next year. In Birmingham it will be at CASTLE BROMWICH as in previous years.

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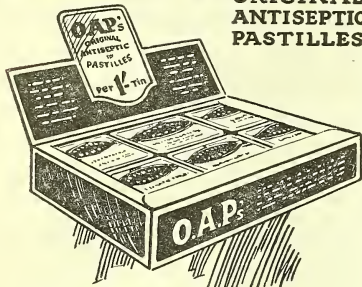
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ANTISEPTIC
PASTILLES**

As prepared by Wm. ALFRED JONES, late
Joint Proprietor of the Liverpool Throat
Hospital.

A Profitable Winter Line

3/4 per lb. in 1 lb. and 4 lb. tins (to
retail at 5d. per oz.—6/8 per lb.).

7/6 per dozen 1/- tins.

10% discount on window display orders
of 14 lbs. and 3 doz. 1/- tins.

Monthly dis. 5%.

Carr. paid on 25/- orders.

Display outers, Showcards, Counter
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Send a trial order to

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**Wholesale Depots:**

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16 Envelopes | Sample Tins

(parchment)
free with each
lb. ordered.

supplied for free
distribution
amongst your
customers.

**THE H. W. BOTTLE**
YOUR CUSTOMERS WILL ASK FOR

**BRITISH
MADE
AND
GUARAN-
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**BUY NOW
AT
LOWER
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THE 'WENBERY'
"NEWBERYS"**
(F. NEWBERY & SONS LTD)

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LONDON, E.C.1
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THE VALUE OF

"YADIL"

is fully recognised by qualified judges, and it is certified
by eminent Public Analysts and Pathologists to be
:: :: ABSOLUTELY SAFE FOR :: ::
INTERNAL AND EXTERNAL USE.

It has been sold all over the world, and is being used
to-day "back of beyond" as well as in the homes of our
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customers are retained, while new ones are being added.
One or two displayed bottles will quickly establish
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assistance we can give in the provision of advertising
material is yours for the asking. The "Yadil" lines cover
"YADIL" ANTISEPTIC (LIQUID AND PILLS), "YADIL"
OINTMENT, "YADIL" PASTILLES and "YADIL" SOAP.

YADIL PRODUCTS (1925) LIMITED.
Sicilian House, LONDON, W.C.1.

It will pay you to stock them!

When the public demand goods bearing a specified name the wide-awake
retailer prepares to meet that demand and so reap the benefits
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IGLODINE has become a household word, and the public, through
satisfaction which comes after trial, are demanding IGLODINE
PREPARATIONS. Are you the retailer who is preparing to meet
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The Safe and Pure Antiseptic

Write to-day for full particulars to:
THE IGLODINE CO., LTD. - Newcastle-on-Tyne.

Two more London Chemists testify to remarkable in- creasing demand for 'ASPRO'



SALES DOUBLED with Current Window Display

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To 'ASPRO' Limited, Trading Estate, SLOUGH, Bucks.
Dear Sirs,—Just a line to let you know how pleased I am with the 'ASPRO' window show you sent me. The result since putting it in has been very marked —my sales have been more than doubled and the increase has been most marked in the 25's size.

There is no doubt in my mind that the policy of the chemist is to devote his window display to lines which are heavily advertised as yours is. It keeps a constant stream of purchasers coming into the shop which can be turned to good account for other lines stocked by us chemists.

Wishing you every success,
Yours faithfully,
THOMAS M. BLACK.

BONUS ON 10's.

One Gross Order - Bonus 1 dozen packets.
Half Gross Order - Bonus $\frac{1}{2}$ dozen packets.
Half gross 10's is minimum order accepted for Bonus purposes.

NO BONUS ON 5's OR 60's.

CONDITIONS.—The conditions are, that upon receipt of each bonus the chemist undertakes to show 'ASPRO' Display matter in his shop window for 14 days, and to sell at advertised prices. Acceptance of bonus is considered as acceptance of these conditions. To qualify for the bonus it is not necessary for the chemist to buy both sizes at the same time but single lots may be ordered, viz., 6 doz. 10's or 3 doz. 25's.

SOLD IN 3d., 6d., 1/3 and 2/6 sizes with corresponding Wholesale prices of 2/3, 4/6, 11/6 and 21/- per dozen subject to 2½ discount 30 days.

ASPRO® consists of the purest Acetyl Salicylic Acid that has ever been known to Medical Science and its claims are based on its superiority.



Agents: GOLLIN & Co. Pty. Ltd. ('ASPRO' Dept.), Slough, Bucks.

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Proprietors: HYGIENIC STORES, LTD.
ENGLISH & FOREIGN CHEMISTS,
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27th April, 1929.

Dear Sirs,—Permit me to take this opportunity of telling you how satisfied I am with 'ASPRO' sales. I recommend it extensively to all my customers, as indeed do all my four assistants and we have yet to find a dissatisfied customer, or a case in which the desired relief from pain has not been obtained.

Our close proximity to Hyde Park has brought us experience that has taught us that 'ASPRO' is very well recommended for headaches caused by sun-glare, and for the normal day-trippers headache. In fact we confidently recommend 'ASPRO' in all those cases where the use of aspirin is indicated, and particularly in those cases where ordinary aspirin is not well tolerated.

Faithfully yours,
THE MARBLE ARCH PHARMACY.

'Aspro' Bonus System for Chemists gives Extra 17% Profit

Send for special window display and buy 'ASPRO' on exclusive bonus terms for chemists. Order through your Wholesaler. The bonus works out as follows:—

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One Gross Order - Bonus 2 dozen packets.
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Quarter Gross Order - Bonus $\frac{1}{2}$ dozen packets.
Quarter gross is minimum quantity.

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LIGHTEST-MEDIUM-DENSE.
And All Other Grades To Suit Every Purpose.
CHEMICALS FOR ALL INDUSTRIES.

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Pharmaceutical preparations, Drugs and Chemicals of high quality.

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Continues to be prepared with scrupulous care, in the greatest chemical purity by
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And is sold in bottles, authenticated by a stamp bearing their name.
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Established Fifty Years.
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KILLING for PROFIT

8 oz. size 2/-
16/9 per dozen
16 oz. size 3/-
25/6 per dozen

Lithographed Guaranteed
Hand-prayers 2/6 each
21/- per dozen.

REX LIQUID INSECT KILLER

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There are good profits for you in the war on
flies and other insect
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—the quickest, cleanest
and surest killer on the
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Guaranteed to kill and
better than all imitations.

Send your order TO-DAY to secure arresting
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WINDOW DISPLAY.

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They are of Highest Quality and Packed Hygienically.

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PRUNOL PRODUCES SATISFIED CUSTOMERS AND CHEMISTS
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THE NEW EFFERVESCENT FRUIT LAXATIVE.

Orange Flavoured and Sweetened.

Tastes like Oranges.

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2d. each, 1/9 per dozen.

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FREE OFFER.—You may have one 8-oz. bottle free with one dozen 8-oz. size, any assortment, or one 16-oz. bottle free with one dozen 16-oz. size, any assortment (not a mixed dozen of large and small).

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Phone: GLISSOLD 7572.



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Natural Mineral Waters

We hereby beg to inform the Trade that we have absorbed the interests of the business of Messrs. John W. Royle, Ltd., of Phoenix House, 19 Oxford Street, London, W.1, as from the 6th September, 1929, and that after that date all orders intended for Messrs. John W. Royle, Ltd., should be addressed to us, as per the announcement upon the opposite page.

INGRAM & ROYLE, LTD.

*Importers and Exporters of all known
Natural Mineral Waters,*

Bangor Wharf,

45 BELVEDERE ROAD, LONDON, S.E.1

**19 SOUTH JOHN STREET,
LIVERPOOL**

**BATH BRIDGE,
BRISTOL**

IMPORTANT:

Natural Mineral Waters

We hereby beg to inform the Trade that our interests have been absorbed as from 6th September, 1929, by Messrs. Ingram & Royle, Ltd., Bangor Wharf, 45 Belvedere Road, London, S.E.1, and we shall feel greatly obliged if, from that date, you will kindly forward all orders direct to that firm, who will be very pleased to give same their best attention.

We thank all our old friends for the valuable assistance they have given us in the past, and sincerely trust that a continuance of same will be accorded to Messrs. Ingram & Royle, Ltd.

JOHN W. ROYLE, LTD.

Phoenix House,

19 OXFORD STREET, LONDON, W.1



MORE PROFIT SECURED

Chemists declare **THREE SALTS** sells on its merit and is continually recommended by Customers to their friends. **Three Salts** is the builder of goodwill.

SPECIAL BONUS OFFER TO CHEMISTS



For every carriage paid order of 3 dozen **Harley's Three Salts** received during the dates September 16th—30th, 1929, both dates inclusive, six of the packets will be sent FREE, in lieu of a Window Display. 3 dozen packets 19/- sent for the price of two-and-a-half-dozen—15/10. Cash with order. Take advantage of this offer now—**THREE SALTS** is the satisfactory seller.

Sole Maker:—

THOMAS HARLEY, M.P.S., Manufacturing Chemist, **PERTH**
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The Original HARLEY'S THREE SALTS

PURE ORANGE WINE

A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P.)

Prepared in strict accordance with the Formula of the British Pharmacopoeia.

(Wholesale only.)

Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

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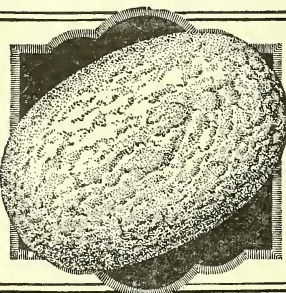
CHOICE ENGLISH HONEY. - - - ½ lb. Glass Jars, 11/- doz., 1 lb., 20/- doz.
FINEST CALIFORNIAN WHITE CLOVER " " 7/6 " " 12/6 "

Ditto in patent containers

2 oz. 2/8, 4 oz. 4/3, 8 oz. 6/9, 16 oz. 11/-

NATURAL LIQUID HONEY, Tupelo, not clarified, natural non-setting Nectar, in Glass Jars,
½ lb. 8/6, 1 lb. 14/- doz. Also French, New Zealand and Canadian Honey.

C. W. HARPER, 254 STOCKPORT ROAD, MANCHESTER



Two thirds
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Nature's Remedy for Lack of Sunshine — Cod Liver Oil



Cod Liver Oil abounds in natural vitamins. It is a natural not an artificial food.



For centuries it has supplied the remedy for lack of sunshine and lack of Vitamins A and D. Long experience has proved its value.



Vitamin A is essential to sound growth and the maintenance of health. Vitamin D has one purpose only — it prevents and cures rickets in children. It is essential to the formation of healthy bones.



Cod Liver Oil supplies Vitamins A and D in a *natural* food which is easy to absorb because of its high percentage of glyceryl esters of unsaturated fatty acids.

NORWEGIAN COD LIVER OIL

FABRITIUS, OSLO.



THE name itself is often enough to draw customers up to your counter. For the word "Marmite" tells a story—a tale of better health and good cooking.

Customers are insisting on Marmite all over the country. They know how rich it is in the essential Vitamin B: they know how delicious it is, too, and how good for them.

Make a feature of Marmite in your window and make the most of the extra trade.

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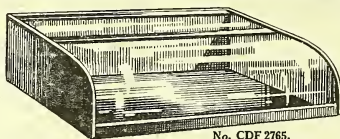
1 oz. Jars, per doz. 6/-	8 oz. Jars, 1 doz. 15/-
2 oz. " " 10/-	8 oz. " per doz. 30/-
4 oz. " " 18/-	16 oz. " 1 doz. 27/-
16 oz. Jars, per doz. 54/-	

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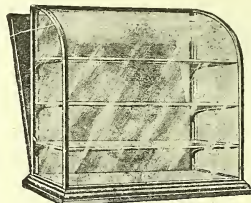
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No. CDF 2765.

Useful Glass Showcase, 17" wide x 6" high x 18" back to front, Drop Flap at back, fitted Felt Lined Tray inside, Wood Ends, Oak or Mahogany Frame. Each **32/6**



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City Showrooms

65/66 FORE STREET, E.C.

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EXPORT TO ENGLAND SINCE 1884.

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TUBES of all kinds,
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SPRINKLER TOPS of
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IMPORTANT: When asking for quotations send samples already used and state quantities required. Goods will arrive in 3-4 days with direct steamer from Cologne.

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Milk COVER & Cardboard disc REMOVER



6d.

FITS ALL SIZES.

Manufacturers:
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Diamine House,
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OUR Malt Extract sales grow and grow in a very gratifying fashion. It is open to you to develop your own Malt Extract trade on the same basis of **QUALITY**—quality in the article and in the pack—which has been responsible for our own success.

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Our Malt Extract is produced by the largest firm of Malt Extract manufacturers in Great Britain—probably in the World—and it is of the highest, most consistent quality obtainable at any price.

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If you sell any of the Goodall packs of Malt and Oil you can be certain that you will know no complaints. It is guaranteed against fermentation, crystallisation and mould, and it never varies.

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Our packs are eloquent of the quality they contain and we offer a variety and choice of labels unequalled in the trade. One of the most popular is shown below and all are offered with or without own-name labels as you desire.

FLAVOURS: Plain, Vanilla or Peppermint.



Make Malt and Oil a stable and profitable part of your business—buy this season's from

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White, Yellow, Amber,
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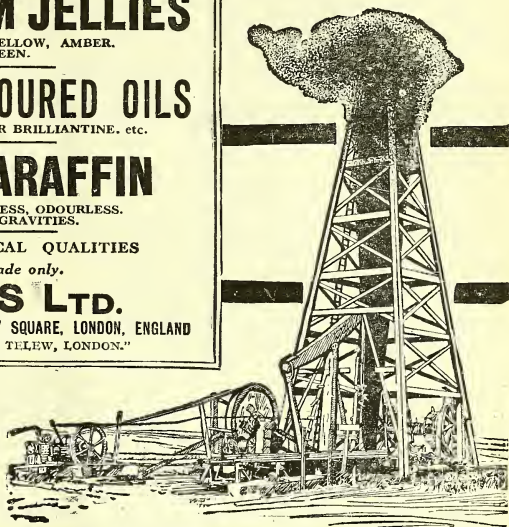
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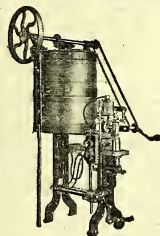


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NEW PATENT SHALLOW TIN FILLING MACHINES.



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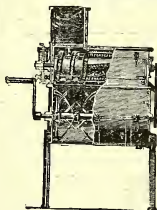
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MACHINES enable them to be
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All Specific Gravities Guaranteed to remain bright at 0°C

White & Half White Oils.
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Telephone: Sloane 3461 (7 lines).
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CERESINE WAX

WHITE BLEACHED CARNAUBA WAX VARIOUS GRADES
AND RESIDUE
BEESWAX WHITE, YELLOW AND COMPOSITION PARAFFIN WAX ALL MELTING POINTS
OZOKERITE WAX ALL GRADES

POTH, HILLE & CO., LTD.,
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BEE-HIVE
TRADE MARK
REGISTERED FOR OUR
WELL-KNOWN BRANDS
OF CERESINE WAXES.

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THE FINEST BRITISH LANOLINE PRODUCED

IS MANUFACTURED BY

THE PHARMACEUTICAL LANOLINE CO.

Carnwath Road, Fulham, London, S.W.6

Telephone: Putney 1153 and 1154.

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Have you got

A FAIRY DYES' WINDOW CURTAIN?

Already throughout the country retail shops are displaying these window curtains to their great advantage. Not merely does it help them to sell Fairy Dyes and so add to their profit, it also forms a definite magnet of attraction and makes the passer-by stop and look in the window.

This is as it should be as Fairy Dyes want to help all round and while incidentally selling

more Fairy Dyes they want to see their customers prosper.

This is a helping hand—clasp it by sending to-day for a Fairy Dyes' window curtain.

It can be trimmed to fit your window and you will always be glad you took advantage of this offer. It comes to you free and post free, and is a gift you will really appreciate.

Fairy Dyes, LTD.
WELL ROAD, GLASGOW

London Depot: 292 UPPER STREET, ISLINGTON, N.1.

WAGNER'S DRY BOTTLE CAPS
BEST IN QUALITY & APPEARANCE



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BRITISH MADE
Dry Bottle Caps
"ADAPTOCAPS"

*Superfine, Self-Sealing and Distinctive.
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The completion of our New Factory and the development of a Special Process will enable us to offer unequalled Quality and Despatch.

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OUR SPECIALITIES:
PARAFFINUM LIQUIDUM B.P.
TECHNICAL WHITE & HALF-WHITE OILS
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Royal 2944.

MOST WOMEN are AFRAID TO PURCHASE KOTEX without FIRST buying an article of different class

Here is the Psychology:

Place your KOTEX on a convenient counter—put next to it a stock of other goods—say, one of your slow movers, or a line you are over-stocked with—or a high-priced but profitable item. Mark the price of this article plainly—also mark the KOTEX plainly. THEN SIT BACK AND WAIT.

Women buy the other article as an excuse to buy KOTEX. Absurd, isn't it? But it is a fact. Just try it and see.

Women's hesitancy in buying Kotex is capitalised to your advantage. And—by the way—you really must keep some packets of KOTEX wrapped, so that women can serve themselves in an unpretentious manner. Women like to leave the impression that the purchase of KOTEX is "CASUAL"—so they buy something else first as a nonchalant gesture.

A FEW ACTUAL FIGURES

These results are taken from the reports of the individual dealers who made the test for us. Added to the profit they made on the slow lines, they cleared their stocks in many cases. In addition to this must be added the profit on KOTEX.

SLOW MOVING ITEMS

		Amount sold month before test	Amount sold during month of test
		Packages	Packages
Talcum	72	144	
Bath Salts	6	30	
Cleaner	36	62	
Tooth Brush	1	25	
Deodorant	42	186	
Bleach Lotion	2	10	
Flesh Food	24	48	
Prepared Milk	6	18	

Please remember—none of these goods were nationally advertised brands.

IMPORTANT

The usual large and striking KOTEX advertisements will appear in the following Daily, Weekly or Monthly Publications:—

Daily Mirror, Daily Sketch, Home Notes, Woman's Friend, Woman's Life, Woman's Companion, Woman's Way, Film Weekly, Home Chat, Woman's World, Home Companion, Woman's Weekly, Modern, Picture Show, Weldon's, Modern Woman, Modern Home, Woman and Home, Fashions for All, Home Fashions, Mabs Fashions, My Home.

We strongly urge dealers to put a display of Kotex in their windows in order to link up with our advertising and also to give the "double-sale" idea a fair chance. Women like to be sure that Kotex is stocked in a shop before they come in and the only way to tell them is to make a display in the window.

If you have not yet had a Metal Counter Rack for Kotex, or if you can make good use of an additional rack, send us the coupon below.

KOTEX LIMITED,

78 SALUSBURY ROAD,
LONDON, N.W.6.

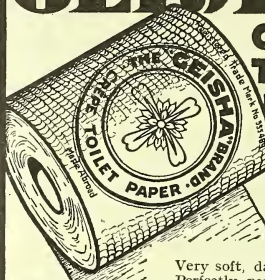
Please send us your Metal Counter Rack (free of charge) and we undertake to adopt the wrapped package idea.

Name

Address

N.B.—Have you a stock of the new 1/- packets of KOTEX (containing six pads)?

GELSHA



CRÊPE TOILET PAPER de Luxe

*Famous for
a Quarter
of a Century*

Very soft, dainty, soluble.
Perfectly perforated. Fits
standard holder. In fine
wooden cases containing
144 rolls.

Write for Sample Roll
and Prices to:—

5^D PER ROLL

H.C. STERN

12, FARRINGTON AV. E.C.4. Phone: CENT. 3140

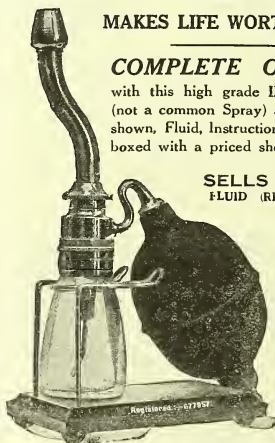
ZEALS ASTHMA FLUID

MAKES LIFE WORTH LIVING

COMPLETE OUTFITS

with this high grade INSTRUMENT
(not a common Spray) and Stand as
shown. Fluid, Instructions, &c., neatly
boxed with a priced show ticket.

SELLS AT 25/-
FLUID (REFILLS), 5/-



Thousands
in use in
all parts of
the World.

Write for
terms and
booklets,
or order
through
Whole-
saler.

ZEALS ASTHMA FLUID & ATOMIZER CO., LTD.
84 Uphill Park Road, WESTON-SUPER-MARE.

WE MAKE THEM ALL

HERE IN PENWORTHAM MILLS, in the heart of England's Cotton County, every process in the manufacture of Surgical Dressings is carried out.



BALES OF COTTON from the Cotton Countries of the World arrive just as they left the cotton fields to pass through every process that transforms the grey masses of raw cotton mingled with leaf and seed and soil, into white and fleecy rolls of downy absorbent wool.



YARNS are wound, bobbins are warped, beams are sized, and cloth is woven on our extensive plant for lint, and gauze, and bandage.



CLOTH is bleached, lint is raised; gauze is rolled and bandages cut. And in the finishing departments all kinds of dressings are medicated, sterilized, and carefully packed in a thousand forms for the markets of the world.



WHOLESALE and EXPORT ONLY.

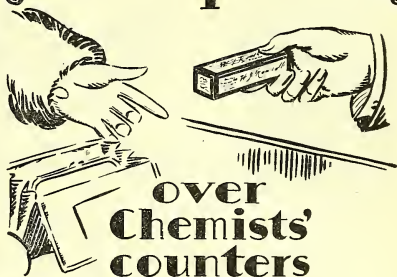
Vernon & Co. Ltd

*Manufacturers, Bleachers and
Medicators of Surgical Dressings*

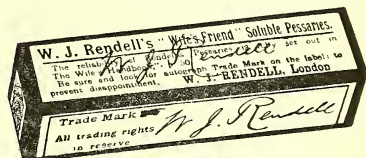
PENWORTHAM MILLS
PRESTON, LANCs

RENDELLISMS

1



Serious-minded men and women who want a box of Rendell's—and their number is increasing daily—walk boldly into the nearest Chemist's where they are certain supplies can be obtained.



RENDELL'S SOLUBLE QUININE PESSARIES

Dignified display matter and interesting literature supplied free on application. Chemists everywhere find them unrivalled for making new customers—permanent, profitable ones. You can get Rendell's from your wholesaler to retail at 2/6 (P.A.T.A.) per box. Remember the public will not accept substitutes.

W. J. RENDELL LTD.
15, CHADWELL STREET, LONDON, E.C.1.

SOL-VO SANITARY ROLLS & PACKETS.

SOL-VO

REGD

THE BEST & PUREST

SANITARY PAPER



	per doz.		per doz.
Three dozen Rolls	... 7/- net.	Three dozen Packets	... 10/- net.
Half gross	... 6/6 "	Half gross	... 9/6 "
One gross	... 6/- "	One gross	... 9/- "
Five gross	... 5/3 "	Five gross	... 8/3 "

CARRIAGE PAID. CASES FREE.

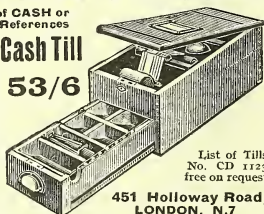
FORD, SHAPLAND & CO. Ltd.LABELS & SHOWCARDS — PRINTERS — CARTONS & ENVELOPES.
GT. TURNSTILE, HIGH HOLBORN, LONDON, W.C.1.

TELEGRAMS: FORSHAPCO, HOLB. LONDON.

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Size 17½ x 9½ x 7, as
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lid and drawer.
Check action, warn-
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Buy direct from the
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Guaranteed for
5 years.

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LONDON, N.7**DUDLEY & CO. Ltd.** City Showrooms:
65/66 Finsbury Lane, E.C.2.**Always keep a display of****NORVIC****BLUE CARTON
CRÈPE BANDAGES**

Cost	12/-	23/-	18/3	35/-	4/-
Sell	1/6	1/11	2/3	2/8	3/-

You will find it pays!

Stocked by all the leading wholesalers.

**"SURCO"***Always Reliable*

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**ELASTIC HOSIERY
BODY BELTS
TRUSSES
SUNDRIES**

Surgical Hosiery Co., Ltd. Russell Street, Nottingham



**ROBINSON'S of
CHESTERFIELD**
for
**CARDBOARD
BOXES**
ROUND • OVAL • SQUARE • FOLDING

ROBINSON & SONS LTD.
CHESTERFIELD & LONDON



SALES-MAKING CARTONS

Goods well packed are half sold, and easier selling means more sales. Your own preparations attractively packed will sell considerably better.

Send for samples and prices.

ROBINSON & SONS, Ltd.
Manufacturers of ROUND, OVAL, SQUARE AND FOLDING
CARDBOARD BOXES,
CHESTERFIELD

King's For Showcases.



No. D.S.I. Solid oak or mahogany frame glass counter. First quality drawn plate glass front, top and sides, with two clear glass sliding doors at back. Interior fitted with standard bars and brackets and one row of plate glass shelves, polished all round. Size over all: 6 feet long x 3 feet high x 2 feet back to front.

£11 10 0

Ex works. Insured free in transit.
This showcase can be supplied on a first payment of
£1 0 2
and 11 further monthly payments of **£1 0 2.**

Send at once for full list No. 1013 post free.
J. C. KING, LTD.,
42-60 GOSWELL ROAD, LONDON, E.C.1
Phone: Clerkenwell 2317 (5 lines).

Best sellers

The public is asking for **ZEAL** CLINICAL THERMOMETERS because they are:-
GUARANTEED TO STAY ACCURATE
CONSISTENTLY ADVERTISED

Made by
ZEAL

- the name the public knows.

G.H. ZEAL, LTD.,
75 & 77, St. John St., London, E.C.1.



WHITAKER'S TALKIE
1929

**SPECIAL
TRADE
SHOW**

**WAY TO
BIGGER
SALES**

**FIFTY YEARS
in the
FRONT LINE
WHITAKER
PRODUCTS
are
BRITISH MADE
for
BRITISH CHEMISTS**

TO-DAY

**There is a Big Popular Demand
for
LUTON
STRAW HAT DYES**
Used with success for years
by Millions of British Women
12/- per doz. Retail 1/4 P.A.T.A.

**also for
AURORAL
COLD WATER DYES**
The Premier Dye for Home Use
4/- per doz. Retail 6d. P.A.T.A.
**SPECIAL PRICES AND TERMS
FOR EXPORT**

Write to-day for free Talkie Booklet with
particulars of Special Discounts, free
Cabinet Offer, and Children's Painting
Competition.

**APPROVED
FOR
Universal
Exhibition
BY
CHEMISTS**

WHITAKER & CO. (Kendal) Ltd., Dye Specialists for **KENDAL**
 Chemists,
 Telegrams: "Dufette, Kendal" Established 1878. Telephone: 214.
 London Office and Showrooms: -179-185 GREAT PORTLAND ST., W.1

THE CHEMIST AND DRUGGIST SUPPLEMENT

42 CANNON ST.
LONDON E.C.4

September 7, 1929

This Supplement is inserted in every copy of The Chemist & Druggist.

THE CHEMIST AND DRUGGIST SUPPLEMENT

REVISED ADVERTISEMENT TARIFF.

Businesses Wanted and for Disposal, Premises to Let, Goods for Sale and Agencies—6/- for 50 words; every additional 10 words or less, 6d.

SITUATIONS OPEN—6/- for 40 words; every additional 10 words or less, 6d.

SITUATIONS WANTED—2/- for 18 words; every additional 10 words or less, 6d.

BOX NUMBER.

In each case replies may be addressed to a registered number or nom-de-plume, c/o this Office, at a charge of 1/- extra for each advertisement.

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All Advertisements are prepaid, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

THE CHEMIST AND DRUGGIST, 42 Cannon Street, LONDON, E.C.4.

Telephone: Central 3617 (3 lines).

Telegrams: "Chemicus, Cannon, London" (2 words).

CLOSING FOR PRESS.

MUST REACH US
NOT LATER THAN

FIRST POST THURSDAY MORNING.

ALL ADVERTISEMENTS INTENDED FOR
INSERTION IN THIS SUPPLEMENT

CHEMISTS' TRANSFERS.

Messrs. Orridge & Co., 56 Ludgate Hill, E.C.

Telephone No.: CITY 2283.

May be consulted at their Offices on matters of Sale, Purchase and Valuation.

1.—CENTRAL, LONDON, W.C.—General Retail and Dispensing Business, with Kodak Agency; returns for current year will exceed £3,000; lease has 19 years to run; attractive shop, well fitted and stocked; price to be arranged.

2.—ESSEX (Few Miles Out).—General Retail and Dispensing Business, with Photographic and N.H.I.; returns last year approximately £2,250; stock and fixtures estimated to be worth £800; the whole of the rent covered by sub-let; long lease; price about £1,450; scope for increase.

3.—LONDON, W.—General Retail and Dispensing Business, with Kodak Agency; established 25 years; returns approximately £1,900 per annum, with gross profit one-third; double-fronted shop, well fitted and stocked; rent £60 per annum; let off £65; rates £27; lease has 15 years to run; price £1,150, or valuation of stock and fixtures, plus an agreed sum for goodwill.

4.—FINSBURY PARK (Near).—General Retail and Dispensing Business, with Kodak Agency; established many years; returns £1,600, with gross profit 35 per cent.; double-fronted shop, well fitted and stocked; seven-roomed house with small garden; rent £125 per annum; price to be arranged.

5.—CITY PHARMACY.—Returns approach £5,000 per annum; main road position; stock and fixtures nearly £2,000; held on lease; price for immediate sale £2,500.

6.—KENSINGTON.—High-class Retail and Dispensing Business; established 30 years; returns last year approximately £3,750, with gross profit over £1,400; single-fronted shop in prominent position; stock and fixtures estimated to be worth £1,350; rent £220; held on lease; price £2,750, or valuation terms entertained; this business is thoroughly genuine and worth attention.

7.—LONDON, N.W.—High-class Retail and Dispensing Business; returns for current year will exceed £2,000; gross profit 40 per cent.; good living accommodation; held on lease; price to be arranged; part payment entertained; £1,000 down and the balance by instalments.

Messrs. O. & Co. desire to emphasize the necessity of a periodical Statement of Account by which means alone Profit, the Value of Business, &c., can be determined. Involving as this does the labour of Stocktaking and Valuation, it is often omitted and eventually becomes confusion and loss.

Legal Notices, Tenders, Auctions, and all specially spaced announcements, 1/3 per nonpareil line (12 lines = 1 inch single column).

Miscellaneous (Wholesalers') Section for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less.

EXCHANGE COLUMN (for Retailers, etc.)—Twopence per word, minimum 2/-.

8.—SURREY.—Very old-established Business, with excellent opportunity for increase by the addition of N.H.I.; returns last year £1,155, has been much more; old-fashioned single-fronted shop; six-roomed house; back entrance; new lease will be granted; further details on application.

9.—HOME COUNTY.—Unopposed light Country Retail Business, with N.H.I. and Kodak Agency; established 30 years; returns £2,100 per annum, with net profit 30 per cent.; estimated value of stock and fixtures £850; good living accommodation; bathroom; nearest opposition 4 miles; price to be arranged.

10.—WEST OF ENGLAND.—General Retail and Dispensing Business, with Kodak Agency and Agricultural; returns last year £1,531, with net profit £400; scope for increase under personal supervision; good living accommodation; low rent; long lease; shop occupies a good position and is heavily stocked; price to be arranged.

11.—HERTS.—Family Retail and Dispensing Business, with small N.H.I.; returns last year approached £2,000, with net profit £250; estimated value of stock and fixtures £600; living accommodation; rent £75; long lease; price asked £1,500.

12.—SOUTH COAST.—Family Retail and Dispensing Business for disposal owing to vendor's breakdown in health; returns last year £3,159, with gross profit £1,098; scope for increase under energetic management; double-fronted shop; new lease would be granted; price £2,000, or near offer.

13.—CARDIFF (Few Miles From).—General Retail and Dispensing Business; returns exceed £3,000 per annum; large double-fronted shop in main road; estimated value of stock and fixtures £1,050; ample living accommodation; price £1,650.

14.—MIDLANDS.—Retail and Dispensing Business; returns approximately £2,250 last year, with net profit about £675; estimated value of stock and fixtures £1,400; new lease will be granted on shop and four store rooms at a rental of £120 per annum, or the property may be purchased; price for business £2,200.

Valuations for Stocktaking

Messrs. O. & Co. are prepared to undertake these essential duties and make Special Terms for such service.

ORRIDGE & CO., 56 LUDGATE HILL, LONDON, E.C.4

The Association of Manfg. Chemists, Ltd.

Business Agency, Transfer & Valuation Department
Head Offices—Kimberley House, Holborn Viaduct, London,
E.C.1 (and at 2 Bisteth Street, Liverpool).

PARKIN S. BOOTH, Valuer.

Phone: City 1261-2-3

BUSINESSES FOR DISPOSAL

1.-**CARMARTHENSHIRE**.—Old-established Chemist's Business situated in good position on main street, with living accommodation; held on lease for 7-14 years; rent £400 p.a.; returns average £35-40; could be increased; stock approx. £8-900. Further particulars on application. (176)

2.-**DEVON**.—Very established Chemist's Business on lease 6 years at small rental; at present returning £20 per week; could be considerably increased with energy and capital. Double-fronted shop, well fitted. No N.H.I. done, but scope for same; no opposition. (1)

3.-**BOURNEMOUTH DISTRICT**.—Two Cash Drug Stores for immediate disposal; 14 years' lease on each at very low rental; returns for both £30 per week under unequalled management; could be very considerably increased by live qualified man; good living accommodation at one shop, the other lock-up; £1,000 will purchase both. Further particulars on application. (5)

4.-**SCOTLAND**.—Old-established Cash Business in City, main road, on lease at low rental; returns £1,700 p.a. Double-fronted shop, beautifully fitted throughout in mahogany; splendid scope for optics. Recommended. (198)

5.-**LONDON**.—E. Old-established Retail and Dispensing Business; returns £3,600 p.a.; good living accommodation; freehold for sale, or would consider granting a lease; strongly recommended. Further particulars on application. (188)

6.-**LONDON**.—N. Established Chemist's Business; premises, which include convenient living accommodation, held on lease, 15 years to run; rental £50 p.a.; stock approx. £285; price asked £550, all at. Further particulars on application. (160)

7.-**CARNARVON**.—Sociable resort, main road, Retail Dispensing and Family Business for quick sale; rent £78; rates £19; returns £1,400, certified accounts; good N.H.I. and some well-known Proprietaries; further particulars on application. (1)

8.-**SOMERSET**.—Drug and Photographic Business; premises, which consist of lock-up shop with room at rear, held on lease with 8 years to run at a rental of £88 p.a. inclusive; good scope for live man; price asked £400. (178)

9.-**LONDON**.—Retail Branch Business for quick disposal on lease 7 years at £38 p.a.; returns £15 weekly; living accommodation; good reasons for disposal; suit young, energetic pharmacist. (159)

10.-**HAMPSHIRE**.—Family Dispensing and Retail Business for immediate disposal; premises held on lease 14-21 years at a rental of £90 per annum, including excellent living accommodation, garage, good garden; old-established business; shop beautifully fitted; returns £1,500; Medical Wine Licence; price to be arranged; full particulars on application. (190)

11.-**YORKS**.—Dispensing and Retail Business, on lease 7 years at £52 p.a.; rates £32 p.a.; average returns £18 per week; modern house, 8 rooms; splendid opportunity for young energetic man. Full particulars on application. (193)

12.-**LONDON, N.W.**—On lease, 8 years to run, at rental of £78 p.a. inclusive; returns £10 per week; excellent opportunity for qualified man; good opening for N.H.I. Further particulars on application. (195)

13.-**FOREST HILL**.—Recently-established Chemist's Business for immediate disposal; lease 16 years to run at small progressive rent; lock-up, double-fronted shop, well fitted in mahogany; returns approximately £900, which can be considerably increased with personal supervision; further particulars on application. Offers invited. (197)

14.-**DORSET**.—Cash Drug Stores and Tobacconist's, with ben. P.O.; 7 or 14 years' lease will be granted at £150 p.a.; returns, drug £1,500, tobacco £500, P.O. £145; good living accommodation; one room above the shop; light laid to denials; two days a week at 15s. per week; low price for quick sale. (4)

15.-**HERTS**.—Unopposed Light Country Retail Business, about 28 miles from London, main road to Cambridge; easily worked; no Sunday duty; no N.H.I.; Kodak Agency; returns £2,100; net profit 30%; good all-round stock; nearest opposition 4 miles; good living accommodation; electric light; garden; modern drainage; owner retiring; quick sale desired. (5)

16.-**LONDON, N.W.**—For immediate disposal, Drug Stores; held on lease at rental of £84 per annum; dwelling accommodation at present sub-let £92 per annum; returns average £10 per week; could be considerably increased by a qualified man; no reasonable cash offer refused. Further particulars on application. (6)

FOR SALE, as a going concern, the business of Photographic Developers and Printers carried on by Forest, Limited, at 17 Ambrose Street, Broughty Ferry, Dundee, including the heritable property in which the business is carried on and the whole machinery, plant, fittings and fixtures therein. There is a large turnover and part of the business is let to good tenants; assessed rental £127; feu duty £11 8s. 5d.; further particulars on application. (8)

Stocktaking and Valuation of Businesses undertaken at moderate inclusive fee. Chemists are invited to consult us in respect of their requirements in connection with sale or purchase of businesses. Chemists in the North are requested to communicate with our Liverpool Offices.

BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations).
1.-**MIDLANDS**.—High-class Chemist's, with Grocery and Wines and Spirits; returns, £7,000 to £8,000; prominent main road position; own freehold; owner retiring; valuation terms can be arranged.

2.-**SOMERSET**.—Good class Retail, with Photo. and Optics, in delightful town; returns over £2,000; large house and pharmacy; long lease granted; fully stocked; price £1,500.

3.-**HERTS**.—Unopposed Light Country Retail; easily worked; returns, £2,100; net profit, £620; good stock; nice house; bath-room; electric light, etc.; owner retiring; price, with freehold, £2,500.

4.-**KENT COAST**.—Sound Light Cash Retail, with Kodak Agency; returns, £1,600; good profits; books properly kept; modern pharmacy with house attached; stock and fixtures worth over £700; price, for early sale, £1,050, or close offer.

5.-**SHROPSHIRE**.—Unopposed Country Business in centre of large agricultural district; returns about £1,500; qualified owner would quickly double returns; modern shop and house; low rent; fully stocked; price £1,100.

6.-**HOME COUNTY**.—Good middle-class Business in growing residential district; no near opposition; returns £2,000; net profit over £600; modern pharmacy and house; every convenience; price £1,500 cash.

7.-**BRIGHTON**.—Light Cash Retail, with Kodak Agency, in busy shopping street, under indifferent management; plenty of scope; modern fitted pharmacy, with house; fully stocked; price £950, or valuation terms.

8.-**WESTERN SUBURB**.—Good-class Retail and Dispensing Business; returns exceed £2,500; main road position; net profit £200 to £700; long valuable lease; excellent stock; price £2,100; personally inspected and recommended.

9.-**LONDON, S.W.**—Light Cash Suburban Retail, in good position; returns, £1,100; scope for increase; expenses low; good stock; price £700.

10.-**LONDON, N.W.**—Sound Light Cash Retail, with Kodak and Rexall Agencies; returns average £2,500; good profits; long lease; lock-up shop; well stocked; price for early sale £1,050.

Stocktaking Valuations.

We are now booking dates for September onwards, and invite early application. Terms on application.
Estah. 1870. Telephone: Terminus 3574.

Are you seeking a business?

WRITE, PHONE OR CALL, GIVING FULL PARTICULARS OF YOUR REQUIREMENTS AND I WILL SUBMIT IN CONFIDENCE DETAILS OF ANY BUSINESS LIKELY TO BE OF INTEREST TO YOU AND ARRANGE FOR YOU TO INVESTIGATE IF DESIRED.

The requirements of all bona-fide purchasers receive close personal attention.

A few personally investigated propositions.

KENT.—Well-established Business; unopposed; doing £35 weekly; showing net profit of £350 on audited accounts; good opportunity for Optics; stock and fittings £1,000; goodwill £750; a good residence, recently built; labour saving; large and well-kept garden and lawns; price of property £2,000.

LONDON, S.E.—Exceptional opportunity to secure well-established lock-up Pharmacy doing over £40 weekly, increasing; 7 1/2 years' lease, renewable; net £110 per annum inclusive (railway property) for quick sale; price £1,350.

LONDON, S.W.—Sound General Retail and Dispensing; established 31 years; returning £1,200 per annum; net profit, £300; Photographic and own Proprietaries; no near opposition; 17 years' lease; stock, approximately £600; fittings, approx. £375; goodwill to be arranged; proprietor would remove stock if desired.

LONDON, N.W.—Good lock-up Chemist's Business, doing £30 weekly; good profits; 19 years' lease; Cupid and Kodak Agency; good prescribing capable of increase; Proprietor seeking larger business; price £1,000.

ERNEST J. GEORGE

3 ST. PAUL'S CLOSE, WALSALL, and
7 SOUTHAMPTON ROAD, W.C.1.

Phone: Walsall 3774. Hol. 8.58.

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CHEMISTS' VALUER, TRANSFER AGENT & STOCKTAKER
44 SHOLEBROKE VIEW, LEEDS.

LEEDS. Drug Store with house. Rent and rates, 47s. Splendid opening for N.H.I. and photo. 450 or near offer. West End. Unopposed business doing £1,400 under manager, S. & F. V. at £700. Also Country Chemist, with house, doing £1,000. Price £550 or offer. Near Sheffield, beautifully fitted pharmacy doing £1,000, including 6-o. scripts monthly. Price £650 or offer.

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All valuations have the personal attention of F. J. Brett, M.P.S.

TRANSFER AGENTS AND VALUERS.

20 SPRINGFIELD RD., LEICESTER. Telephone: 7334
BUSINESSES WANTED.

Number of Buyers with Cash Ready in most districts.

BUSINESSES FOR DISPOSAL.

BRIGHTON DRUG STORE.—Busy shopping street, heart of town; takings £250, which could be trebled with Dispensing; good double-fronted shop; 6 rooms; lease 21 years; price, inclusive of stock, £300; the freehold property could be purchased. Also another at £500. Albert Prior, Trade Valuers, 23 Ship Street, Brighton.

EAST LANCs.—Old-established, working-class, main road, double-fronted shop; living accommodation; shopping centre; unopposed; Kodak, lease £50 per annum, or sell property (vendors); returns £1,400, including N.H.I.; net profit £400 (audited); unique opening for Optics; price £280; a sound proposition; every investigation. Full particulars apply 81/51, Office of this Paper.

FYDE COAST.—Seaside Pharmacy; opening for qualified Chemist; double-fronted corner shop; well fitted and stocked; main entrance street; no near opposition; good well-built house, private business, nice garden and outside buildings; suit cash wishing partial retirement; business, stock, fixtures and premises £2,000. 69/53, Office of this Paper.

HAMMERSMITH, W.—Middle-class Cash Retail, growing under management; excellent prospects under personal supervision; house sub-let, leaving net rental £42; 19 years' lease; excellent repair; convenient shop; price £600 (including £300 stock), or near offer. Write BM/AC/L, London, W.C.1.

LEICESTER.—Chemist's and Druggist's Business for Sale; main road corner position; low rental. Full particulars from Monague Turner, Ltd., Estate Agents, 10 Belvoir Street, Leicester.

LIVERPOOL, EAST.—Main road corner shop Cash and Retail Business, with N.H.I. Dispensing, Kodak Agency, and excellent opening for Optics; in present hands over 30 years; reason for disposal, owner devoting all his time to Dental practice. Apply 116 West Derby Road.

LONDON, N.1.—Drug and Photographic Stores; lock-up; good Prescribing, with no immediate opposition and in a busy spot, the present takings of 212 weekly could easily be doubled by an energetic, unqualified or qualified man; big scope for N.H.I.; owner purchased country business; price £275 all in; 81/5, Office of this Paper.

LONDON, S.W.—Sound increasing business; all Cash; returns £1,100; net profit £300; N.H.I. 2,480 per annum; rent £55; lease sub-let £73; lease 74 years; property can be bought; good clean stock; price £250. 82/4, Office of this Paper.

LONDON, W.4.—Old-established Dispensing and General Retail, with some Optics; small Panel; returns exceed £2,500, with net profit slightly above average; long lease at low rent; underground garden at present let off; price about £2,200; part can remain; bank's reference required. 78/2, Office of this Paper.

LONDON SUBURB.—High-class Retail and Dispensing Business, in good main road position; turnover £3,000; gross profits 33 per cent. to 40 per cent.; large lock-up pharmacy; held on long lease at moderate rent; handsomely fitted; excellent stock; £1,500 down secures possession; balance by arrangement. "Otto," 156/515, Office of this Paper.

NORTH OF ENGLAND.—Drug Store for disposal; new stock; nicely fitted; situated in main road; good opening for a qualified man; £250, or near offer. Apply, Charles E. Naylor, Chemist's Valuer, 170 Vesper Road, Kirkstall, Leeds. Tel.: Horsforth 234

NORTH WALES.—Sound Business; Industrial and Agricultural district; returns over £1,000; unopposed; Retail and Dispensing; house attached; side entrance; rent £41; hitherto worked as a branch; exceptional opportunity; full particulars from "Kamala," 156/513, Office of this Paper.

SOUTH YORKSHIRE.—An opportunity occurs of securing an excellent Country Business; no opposition; turnover over £2,000; commodious, well-built house and shop; motor house; large garden; electric light; net profits over £500; inclusive (business and premises) £2,400. 80/32, Office of this Paper.

STOCKPORT.—Old-established Chemist's Business for disposal, with shop and living accommodation, situate in main thoroughfare; in occupation of present owner upwards of 50 years; capital opportunity for energetic man. Further particulars apply George Sall, 2a Bridge Street, Stockport.

WEST OF ENGLAND CITY.—Commanding corner position in main thoroughfare; an old-established, growing, Light Retail and Dispensing business, with Kodak Agency; well stocked and fitted; rent moderate; long lease with option; ill-health compels owner to sell; value of stock and fixtures about £250. 80/37, Office of this Paper.

A GENUINE OFFER.—Chemist Business for Sale; Essex Coast town; smart shop and small house; rent £130 per annum; main road position; plenty of scope; business been let down; only wants stocking up; living assured; £230 for quick sale; sound reason for disposal; only genuine buyers need apply. 82/10, Office of this Paper.

BIRTH CONTROL Business. Ideal spot, and Drug Store for sale; no business of similar nature near; now under inexperienced management; main road; shopping centre; lease; reasonable offer for quick sale. 56/10, Office of this Paper.

CASH DRUG STORE for Sale in South London; turnover about £2,000 yearly; lock-up shop; moderate rental; price about £2,000, or valuation terms. 156/516, Office of this Paper.

1.—THE easily worked and reliable Business carried on by John Ingham at Upper Tooting for sixteen years is for Sale. N. N. L. cheap business. N.H.I. could be added, with profit. £4,200 will purchase the long lease and the business as a going concern with everything belonging to it.

2.—Or a Lease would be granted for 21 years at the rental of £200 per annum, payable quarterly, and a payment for the business of one year's cash turnover. Half the rent or more can be recovered by sub-letting.

3.—Or an arrangement could be made for a Branch or Lock-up Shop at a rental of £130 per annum and price of business as above, i.e., one year's cash turnover. John Ingham, 19 Upper Tooting Road, S.W.17.

FREEMOLD, including old-established Chemist's Business, for Sale in busy Yorkshire market town; profitable concern; accountant's figures; owner retiring; two shops, with living accommodation and office; price, £7,500, including a valuable goodwill; s.a.v. Full particulars from R. J. Low & Sons, Rating Surveyors, 65 Chancery Lane, W.C.2.

OLD-ESTABLISHED Retail and Dispensing Business, Isle of Wight; returns £2,400, increasing; well-stocked; house, 6 rooms; large store; electric and gas; good lease at very low rent; perfectly sound and genuine; every investigation; reference; no agents; price £1,350. Apply 80/9, Office of this Paper.

OLD-ESTABLISHED (1250) Business in prosperous market town, with full Wine Licence and Kodak Agency; returns approximate £3,000 per annum, with gross profit about £1,000; ample accommodation for storage and for living; full investigation, price including freehold, property and stock (value £1,000), £4,250. 156/508, Office of this Paper.

PHARMACY, at present under unqualified management, situated in best part of shopping centre of Westcliff; superior fittings; fair variety of stock; unlimited scope for N.H.I., Optics, etc.; good living accommodation; must sell immediately owing to illness; all at £1,250, or offer for quick sale; part purchase price can remain. Apply "N." 104 Valkyrie Road, Westcliff-on-Sea.

RESIDENTIAL district, East Midlands; double-fronted, lock-up shop; gas and electric light; rent £26; lease; Kodak; little N.H.I.; suit lady or gentleman; no opposition; good-class cash trade; turnover £1,300; well stocked. 155/507, Office of this Paper.

UNOPPOSED Business in well-populated district of S.E. London; counter trade approaching £200 per month; N.H.I. averaged over £50 per month last year; the business is steadily increasing, showing profits above the average and has plenty of further scope; satisfactory lease at a moderate rental; price can be arranged; bank reference; good lease to be appreciated with inquiries. 81/11, Office of this Paper.

£250.—DOCTOR thoroughly recommends Bijou Pharmacy; splendid opportunity for right man; working-class district (W.11); central for Surgeries; good stock, with greatly increasing trade and N.H.I. Dispensing; part purchase could remain. 80/15, Office of this Paper.

BUSINESSES WANTED.

BERDOE & FISH are in immediate want of sound Businesses up to £4,000, and cordially invite correspondence from intending vendors. We have a large number of cash buyers waiting, and are able to negotiate sales quickly and without publicity. Transfer Offices, 41 Argyle Square, King's Cross, W.C.1.

CHEMIST desires to purchase good-class Retail Business in Northern England or Scotland; returns not less than £2,000, capable of increase. Please give necessary general particulars, which will be treated in strict confidence. 80/19, Office of this Paper.

CHEMIST is open to purchase immediately for cash Business in London or district—not necessarily large if genuinely sound and capable of immediate increase. Kindly give (in confidence) necessary particulars, stating if auditor's figures are available and reasons for disposal. House not necessary. Also open to Partnership. Bankers' references supplied. 79/15, Office of this Paper.

STAND TO LET.

LONDON Medical Exhibition, October 14 to 18, at Royal Horticultural Hall, Westminster; space for good position, size 6 ft. x 6 ft., available for sub-letting; type stand included in rental. 77/40, Office of this Paper.

AGENCIES.

MR. D. FRIEDMAN, of Bovomatt (Pty.), Ltd., Durban, South Africa, is interested in Patent and Proprietary Medicines, Surgical Appliances, Dressings, Pharmaceutical Plant and General Associated Products. Buying office: Messrs. Oelberg, Robinson (Pty.), Ltd., 19/25 Finsbury Court, London, E.C.2.

WANTED, Agent for well-known Toilet Article, suitable for Chemists and Hairdressers. Write, stating terms, organisation, etc., 155/506, Office of this Paper.

PARTNERSHIP.

CHEMIST, qualified, to manage branch shop, Liverpool; must be prepared to take a financial interest in business; £450 required; references given and required; varied Retail experience necessary; principals or solicitors only. Box M.797, Lee & Nightingale, Liverpool.

PREMISES TO LET.

A DOCTOR with a large panel practice in London, N.W.6, could let his Front Shop to a Chemist; the doctor's consulting room is behind the shop; good prospects. Apply 70/56, Office of this Paper.

SHOPS with Flat over to let on lease in excellent position at Bromley; suit Chemist. Apply Baxter, Payne & Lepper, opposite G.P.O., Bromley, Kent.

PREMISES FOR SALE.

BRIGHTON—Lease for Sale; shop premises and warehouse attached; 2,500 sq. feet; main busy thoroughfare; very centre of town; good position for general trade and side lines. 69/20, Office of this Paper.

**NEW SHOPPING CENTRE.
HIGH STREET, BANSTEAD, SURREY.**

EXCELLENT opportunity for Chemist, with 18 Old English Shops, with living accommodation, now being erected.

The whole district under development.

Houses selling rapidly.

Apply direct to Builder:

Chas. Lewin, 9 Cherry Orchard Road, Croydon.

Phone: Croydon 1800.

TO CHEMISTS—Shop and dwelling-house in thickly populated district; good opening for Chemist. Russell & James, Estate Agents, 215 Uxbridge Road, West Ealing.

SITUATIONS OPEN.**RETAIL (HOME).**

AYLESBURY—Wanted, qualified Manager for Walton Cash Pharmacy (outdoors). Apply by letter, with full particulars, to F. J. Jones, 5 Kingsbury Square, Aylesbury.

BAYSWATER—Unqualified Junior or Improver (male or female) for high-class Dispensing business; state experience and salary required. Also apprentice with Preliminary and some experience if possible. Reply to 80/4, Office of this Paper.

BIRMINGHAM—Wanted immediately, young qualified man, capable of taking charge of quick Counter and N.H.I. business. Full particulars, salary required, to J. Frost, Nichells Park Road, Birmingham.

BRIGHTON—Qualified Locum wanted, September 15 to 21; 2 state inclusive terms. Also a gentleman to assist Stock-taking, 3 or 4 days from September 30. 78/14, Office of this Paper.

CARDIFF (Suburb)—Immediately, M.P.S., abstainer, as Branch Manager, with experience; used to good-class business. Apply, giving age, height, references and salary (must be moderate), when disengaged, photograph if available. Robinson, 40 Foreland Road, Whitchurch, Cardiff.

CLIFTON—Wanted, unqualified Assistant; to live in; must be a quick and accurate Dispenser and a good Counterman. Send all particulars, together with photo and salary required, to 1 Whiteladies Gate, Clifton, Bristol.

HALIFAX INDUSTRIAL SOCIETY, LTD.—Wanted, fully qualified Chemist to take charge of new branch. Apply by letter, stating age, experience and wages, not later than September 14, 1929. Applications to be endorsed "Chemist." Also smart Assistant, not above 30 years of age; unqualified; must be good Window-dresser. State age, experience, and wages, endorse "Assistant," not later than September 16, 1929.

LEEDS—Junior Assistant for the 23rd inst. State age and salary required. Applications unanswered by the 10th inst. are respectfully declined. Stamped envelopes are unnecessary. Murray's Pharmacies, Ltd., 221 Woodhouse Lane, Leeds.

LEEDS—Vacancy will shortly occur in a good-class business for an unqualified Improver or Junior, male or female; must have good references. 77/54, Office of this Paper.

LONDON, E.—Capable, qualified Manager required, age about 30; must be free to commence duties September 30. Full particulars and salary required to "Script," 77/59, Office of this Paper.

LONDON (near)—Qualified Assistant required within the next few weeks; must have good all-round experience in quick Retail trade; permanency with prospects to satisfactory man. Write, giving full particulars, to 78/16, Office of this Paper.

LONDON, S.E.—Improver or young unqualified Junior required for medium and working-class business; also girl, 18-20, for Counter work, etc. Apply, age, references, experience, salary required, to Ascott's Pharmacies, Ltd., 8 Regent's Park Road, N.W.1.

LONDON, N.8.—Qualified Junior or Improver (male) for 1 October 1 (indoor); must be a good Dispenser, competent Window-dresser, and have a knowledge of Photography; no night or Sunday duty. State age, height, salary required, and two recent references. Letters unanswered in three days respectfully declined. Anderson, Chemist, Crouch End, N.8.

LONDON, N.W.—Junior Assistant required (male); must be capable Counterman and Dispenser. Apply, stating experience, age, height and salary required, photo if possible, to P. S. Knight, 85 High Street, Harlesden, N.W.10.

LONDON, S.W.—Qualified Manager (over 30) required for neglected business; good prospects for energetic man. Give full particulars of experience and salary required. 73/40, Office of this Paper.

LONDON, W.—Wanted, a gentlemanly qualified male Assistant, about 30 years of age, for a high-class Dispensing business; must be capable of management and have good London experience. 81/20, Office of this Paper.

MANCHESTER—Young lady, qualified, wanted for N.H.I. Dispensing; part-time only (2 p.m. to 8 p.m.); one hour allowed for tea; no Wednesday or Sunday duty; state wages required and give references. Replies to 156/511, Office of this Paper.

STAFFORD—Unqualified, experienced, gentlemanly Assistant, about 25 years of age, for Light Retail, Dispensing and Photo business. Full particulars, age, experience, salary required, etc., to 74/30, Office of this Paper.

SOUTHEND-ON-SEA—Unqualified Assistant wanted; must be good Dispenser and Window-dresser. Apply, stating experience and salary required, with references, to A. S. Rollin, M.P.S., 74 Sutton Road, Southend-on-Sea.

WREXHAM—Wanted, an experienced, qualified or unqualified Assistant; Dispensing, Counter and Photographic experience essential; keen and energetic. Francis & Co., Chemists, Wrexham.

ASSISTANT, Junior, unqualified, required, about September 16, for Counter, Dispensing and Photographic in Light Retail business for several weeks; indoors. Apply, stating salary (indoors) and full particulars, age, experience, and length of training, etc., to the Pharmaceutical, Westminster Hospital, Broad Sanctuary, S.W.1.

ASSISTANT (act. about 25) for Dispensing and Counter; permanency. Apply, by letter, Sayers & Barnes, Ltd., 199 Rushey Green, Cardiff.

ASSISTANT required for Pharmaceutical Laboratory; honra 9 a.m. to 6 p.m.; salary £3 5s. weekly; suit registered student requiring evening for study. Apply, giving particulars of training, etc., to the Pharmaceutical, Westminster Hospital, Broad Sanctuary, S.W.1.

ASSISTANT, unqualified, not over 30, for Family business, N.H.I. and Photography; Sunday duty only in winter months. Apply 82 Church Street, Stoke Newington, London, N.15.

ASSISTANT, unqualified; lady or gent.; good Dispenser, Counter and Window-dresser; good appearance and address; medium height; age 25 to 30. State particulars of experience, age, height, and salary required (outdoors). F. Milligan, 312 Park Road, Harnsey, N.6.

ASSISTANT wanted; male; must have Part I; good reference and capable man. Write or apply at Bowen, 37 Gold-borne Road, London, W.10.

ASSISTANT, with experience in Dispensing, good-class Counter work, Photographic sales and Window-dressing; lady or gentleman; references, photo, and salary required. Brownlow, Chemist, Melton Mowbray.

JUNIOR Assistant required, September 16, for Counter and Window-dressing. State full particulars, age, experience, etc. Applications unanswered within four days respectfully declined. Blacklock & Co., The Square, Bournemouth.

JUNIOR (gentleman) wanted in good-class Dispensing business; must have had good experience in Dispensing. Apply letter only, giving full particulars as usual, etc., and enclosing photo if convenient, D. E. Davies, 76 High Street, Wimbledon Common, S.W.19.

LADY Assistant, young, qualified, wanted at once for medium-class business; quick Counter work, Dispensing, Window-dressing; state salary required (outdoors) and full particulars; no Sunday duty. John Cross & Co., 21 High Street, Redhill, Surrey.

LADY CHEMISTS, LTD., Daws Lane, Mill Hill, N.W.7, require young lady Apprentice or Improver.

LOCUM; qualified; 3 weeks seaside. - Kent, September 9. Apply personally, Saturday 5, BM/SKR4, Bonington's Hotel, Southampton Row.

PART-TIME qualified Assistant, four week-days; no week-end; general shop routine and Dispensing; East London, near City. Replies, giving salary expected, age, experience, etc., to, 79/15, Office of this Paper.

QUALIFIED Assistant required to help in the management of a branch shop; good prospects for live man. Apply Hargreaves, Chemist, The Broadway, Harwell, W.7.

QUALIFIED Assistant required; good-class Dispensing and Counter business. Kudish, Chemist, 18 Chepstow Mansions, Westbourne Grove, W.5.

QUALIFIED Branch Manager wanted, September 23; one able to undertake Optics preferred. Send full particulars, with references, also stating salary required in first letter, to Manager, 36 Viceroy Street, Birmingham.

QUALIFIED Locum required September 9-12 inclusive; state salary and phone number. Hunninges, 25 London Road, Enfield.

QUALIFIED Manager; about 30; abstainer; situation vacant 30 October 7; permanency; good Counterman; N.H.I. and Photographic, alternate Sundays. Apply, by letter, giving full particulars and salary required; live out. - Ridings, 9 Wickham Lane, Plumstead, S.E.18.

QUALIFIED lady wanted for South London suburb; permanency. Light Retail. Write, stating particulars, to 83/15, Office of this Paper.

QUALIFIED Assistant, end of September; near Birmingham; trustworthy; capable Dispenser; cheerful and obliging to customers; duties light; suit partially disabled ex-Serviceman; one seeking permanency preferred. Apply, references, salary required, photo if available, to 83/15, Office of this Paper.

REQUIRED, by September 22, a gentlemanly Assistant (qualified), age about 24; must be an accurate Dispenser and good Counterman; accustomed to high-class Dispensing and Retail business; highest references essential. Apply in first instance by letter, stating full particulars as to experience, salary required, etc., enclosing photo, to Barnes & Marsh, 194 Upper Richmond Road, Putney, S.W.15.

JUNIOR Junior required for good-class Dispensing business; inland health resort in Yorkshire; must be good Dispenser and of good appearance and address; age about 19 years. Apply to Rhei, 80/35, Office of this Paper.

UNQUALIFIED Assistant, not under 22, with good Dispensing and Counter experience. Please state salary required and full particulars to C. W. Higgins, 47 Market Place, Salisbury.

UNQUALIFIED Assistant wanted at earliest; age about 20 years; Scot preferred; must be quick and accurate; experience in all branches; £2 10s. weekly. Apply P.C.B. 65/39, Office of this Paper.

UNQUALIFIED Assistant wanted September 23; permanent; must be used to quick N.H.I. Dispensing; chiefly wanted for Surgery Dispensing (4 hours daily), the remaining hours shop routine; state age, experience, salary, photo and references, etc. Bolton & Huzzard, Gainsborough.

UNQUALIFIED Locum wanted for Drug Store September 7-14, both days included. Apply Reid, 411 Mare Street, Hackney.

WANTED immediately, qualified man, full time; light duties; chiefly N.H.I.; suit elderly man; moderate salary; references required. 156/509, Office of this Paper.

WANTED, Assistant, either sex; permanency; Dispensing; Window-dressing, Counter; knowledge of Photography; able to take charge if required. Full particulars (by letter only) as to age, experience and salary, photo if possible. Cecil V. Brunwell, 110 Trafalgar Road, Portlady, Sussex.

WANTED, qualified Manager for small branch in S.E. London. State salary required and usual particulars to 4 Mount Ephraim Lane, S.W.16.

WANTED soon, competent, unqualified Assistant; good Salesman and accurate, reliable Dispenser. Full particulars, in first letter, of experience, salary, age, and when free. Hill & Shaw, 25 High Street, Cheltenham.

WANTED, unqualified Assistant; permanency; must be neat, accurate and capable Dispenser, well recommended, and of good appearance. Apply, stating age, height, experience, photo, references, and salary required, to Male & Co., Chemists, 167 King Street, Great Yarmouth.

WANTED, two smart Junior Assistants for October 1; send references, photo and full particulars in first letter. Lansdale & Co., Chemists, Queen Square, High Wycombe.

WANTED, young lady, recently qualified, to take charge occasionally Light Retail and Dispensing; lady junior kept. Stroud, Chemist, Tewkesbury.

YOUNG, recently qualified lady or gentleman required for a few weeks, with excellent permanency if considered suitable; usual particulars and when disengaged. 81/38, Office of this Paper.

WHOLESALE.

ADVERTISING.—Compiler wanted by Wholesale Chemists for trade and medical printed matter; previous advertising experience desirable; age about 25 to 30; qualified or unqualified. State salary required and experience to 155/505, Office of this Paper.

A VACANCY

FOR an Outdoor Representative will occur shortly on the advertisement staff of *The Chemist & Druggist*. Applicant must be a qualified Chemist, not over 30, of good appearance and address, and have sound practical knowledge of the Drug trade. Write, giving details of experience and enclosing photograph, to "M. B.", 42 Cannon Street, London, E.C.4.

ARE you a Salesman with "constancy to purpose"? This is a good opportunity to Salesmen calling on Chemists and Hairdressers throughout the country on a straight commission, i.e., we pay the limit the line will stand and should be worth £7 a week gross at least, state what line carrying (if any); commission paid weekly. 79/34, Office of this Paper.

EXCEPTIONAL opportunity presents itself for Travellers, with sound connection among Chemists, to carry as a side line a well-known contraceptive which is registered and fully protected patents at 2s. 6d. on a commission basis of 50 per cent., one each for the following territories: Yorkshire, Northumberland and Durham, Cumberland and Westmorland. Reply, stating full particulars first instance (in confidence), to 80/10, Office of this Paper.

EXHIBITIONS.—Wanted, gentleman able to plan and lay out medical exhibits and attend to associated duties; must be accustomed to erect large and small stands at exhibitions. State experience, age and salary wanted to 155/504, Office of this Paper.

LARGE manufacturers of Drug Sundries require several Representatives to handle Water Bottles and Bathing Caps on commission basis; the goods are of the highest quality and must be sold as such; applications are invited from gentlemen interested in selling on other than a "price" basis. Apply 156/514, Office of this Paper.

MEDICAL EXHIBITION.—Two gentlemen required for stands at London Medical Exhibition, October 14 to 18 inclusive; applicants should have first-class knowledge of Therapeutics. Coates & Cooper, 41 Great Tower Street, E.C.5.

OPTICAL House requires part-time Representatives, with connections amongst Chemists; all areas to be covered in the British Isles, with the exception of the Midlands, to include Irish Free State and Northern Ireland. Baroux & Bion, 2 Tower Royal, London, E.C.4.

REQUIRED, capable Medical Propaganda Representative in London and Home Counties for Organotherapeutic Preparations, commencing October; connection amongst Gynaecologists desirable. Write in strict confidence, stating age, particulars of experience, salary required, etc., to P.C.B. 65/38, Office of this Paper.

REQUIRED for London Wholesale Druggists, young man of smart appearance and address, to interview Doctors and Chemists; good knowledge of Drugs. Apply by letter, giving full particulars (in confidence) and salary required, to 156/512, Office of this Paper.

SALESMAN, established in Surgical Goods, required to organise Sales Department for firm starting the manufacture of all kinds of Surgical Cotton Goods; must have good Hospital connection; state turnover and ground covered; salary, commission expected; Partnership given to right man. 77/35, Office of this Paper.

TRAVELLERS required to carry the Ever-Hot (Waterless) Baz as a side line. This is a very attractive proposition for men with good trade connections. Call or write, Linton, 14 New Bridge Street, London, E.C.4.

WELL-KNOWN London firm of Manufacturing Chemists, specialising in Packed Medicinal and Toilet Preparations, is open to appoint two Representatives in Western England and South-East Coast respectively; unlimited scope for energetic and ambitious salesmen. Full particulars first letter. 82/12, Office of this Paper.

(COLONIAL, INDIAN AND FOREIGN.)

SOUTH AMERICA.—London firm of Manufacturing Chemists have vacancy for young man to travel as their Representative in South American countries; good conversational knowledge of the Spanish language essential; British nationality preferred, but others will be considered; candidates, if unqualified, must have had some pharmaceutical training or experience. Apply, with full particulars, to 156/517, Office of this Paper.

SITUATIONS WANTED.

RETAIL [HOME].

A1 REFERENCES.—Qualified Chemist and Optician (J.C.Q.O.), 31, married, abstainer, now managing both departments, London, seeks Management with scope; living accommodation preferred; own Optical equipment; would consider view to succession; interview within 30 miles London. Apply 70/30, Office of this Paper.

A.A.A.—ADVERTISER, 40, holding superior position, desires further progress; 11 years' sound experience of management, staff control, buying and selling. Please indicate prospects regarding a really worth-while proposition to 72/31, Office of this Paper.

A.A.A.—CHEMIST, 29, married, desires permanency in references; country preferred, but not essential; no hurry. 81/36, Office of this Paper.

A.A.—QUALIFIED, 27, thoroughly reliable, 12 years' experience, at present Manager in London, desires post, London or suburbs, where wife could be engaged as Dispenser; 10 years' experience; Part I Minor; living accommodation preferred. 81/40, Office of this Paper.

A.A.—SMART qualified man, age 28, with 12 years' London, A.A. American and Continental experience, seeks position as Manager or Assistant in good-class business; London only; good references; all-round ability; fluent French. 81/12, Office of this Paper.

A.—CHEMIST, 30, desiring permanency, seeks position, as Manager preferred, in good-class Pharmacy; Yorkshire or Midlands preferably. 81/50, Office of this Paper.

A.—QUALIFIED, M.P.S., young and energetic, desires permanency Branch Manager or Assistant in thoroughly competent all branches; Birmingham and Midlands preferred. Hughes, 49 Vincent Street, Balsall Heath, Birmingham.

A CAPABLE and experienced qualified Chemist; permanency or Locum; disengaged September 8; middle-aged. "Chemist," 415 High Road, Leytonstone, E.11.

A COMPETENT Manager, age 30, finishing October 1 a period of four years in a high-class West-End Dispensing establishment (last two as manager); desires position either town or country; good general country, seaside and Photographic experience; qualified Optician; excellent references. J. Frederick Pratt, Ph.C., 23 Norland Square, W.11.

A GENTLEMANLY unqualified Assistant, 8 years' experience, with initiative and tact, seeks change; able to take charge; S.W. district preferred. "D," 50 Osborne Terrace, S.W.3.

A QUALIFIED Assistant, 24, desires situation in or near London; all-round experience; well recommended; permanency preferred. 81/15, Office of this Paper.

A S good, all-round Assistant or Manager; capable; energetic; single; middle-aged; unqualified. 79/28, Office of this Paper.

A S unqualified Manager, Senior or Assistant; 26; tall; very best experience in all branches at Harrogate, Cromer, Folkstone, etc.; do anything anywhere. Watson, 12 Cumberland Walk, Tunbridge Wells.

A ASSISTANT (lady); unqualified; 11 years' all-round experience; Saleswoman; quick and accurate Dispenser; London preferred. P.C.B. 64/4, Office of this Paper.

A ASSISTANT, Locum or permanent, unqualified, but possessing exceptional all-round; 20 years' experience; position of trust, where ability is required; thorough knowledge of all departments; educated; highest references. 81/7, Office of this Paper.

A ASSISTANT or Locum; Courter, Dispensing, Photography; energetic; active; unqualified; disengaged; good references. "K," 62 Blenheim Road, East Ham, E.6.

A ASSISTANT, unqualified, age 25, desires situation in London end of September; country, suburban and City experience; excellent references. Apply Marschner, 58 Grove Lane, Camberwell Green, S.E.5.

A ASSISTANT; unqualified; Scot; 22; tall; West-End; quick and accurate Dispenser; good Counterman, Window-dresser; excellent references; free now. "Scot," 78/18, Office of this Paper.

A ASSISTANT, unqualified, 28, desires permanency; good all-round man; first-class references; London, Yorks or Midlands preferred. "J. M.," 13 Hangingroyd Lane, Hebden Bridge, Yorkshire.

A ASSISTANT, 26, unqualified, reliable; trustworthy, requires permanency; good Dispenser, keen Counterman, knowledge Photography. Hunt, 24 Minster Road, N.W.2.

A ASSISTANT, 25, unqualified, 5 years' London experience, desires position in London or Manchester district; excellent Dispensing and Photographic experience; good knowledge of Window-dressing. "Statim," 41 Westcroft Square, London, W.5.

BRANCH Manager; qualified; 17 years' experience; competent, genuine service; satisfaction undoubted; references beyond question; disengaged (ex-Locum) 21st; locality optional; permanency. "A. E. J.," 44 Devonshire Road, Chiswick, W.4.

CHEMIST, capable, reliable, excellent references, accustomed sole charge, offers services to chemist requiring thoroughly dependable Manager; South. 80/8, Office of this Paper.

DISENGAGED.—Assistant, good all-round experience, seeks permanency. Arthur, 62 Caldecot Road, Denmark Hill, London, S.E.5.

DISENGAGED.—Pharmacist; experienced; free about September 18; Locum or permanency; moderate salary. "Pharmacist," 67 Western Road, Ealing, W.5.

DISPENSER-BOOK-KEEPER (male), aged 24, Minor, wants Medical post; six years' sound experience; excellent testimonials; capable motor driver. 81/9, Office, of this Paper.

ELDERLY, qualified Chemist desires engagement as Manager or Dispenser; good references. 78/17, Office of this Paper.

ENGAGEMENT required by unqualified (25); temporary or permanent; good varied experience all branches; conscientious worker; locality optional. 80/30, Office of this Paper.

ENERGETIC Assistant (Irish), 24 (Part D); Public School education; 5 years' experience, Counter and Dispensing; excellent references; permanency desired (England preferred). Write 79/25, Office of this Paper.

EXPERIENCED Assistant, 37, desires post, South-West England; capable Manager and worker; unqualified; competent; 41 years present situation. 78/10, Office of this Paper.

EXPERIENCED, unqualified Assistant; outdoor; neat, energetic worker; good appearance and address; interview if possible. 80/14, Office of this Paper.

EXPERIENCED West-End man requires evening duty. "J. O.," 10 Victoria Parade, Hayes, Middx.

HERNIA—Expert Truss Fitter, Abdominal Belts, Rubber Goods, etc. Drugs and Sundries; good Salesman; married; highest references; Assistant or manage branch. Address "SURGEON," 1 Lowwood Grove, Birkenhead.

IMPROVED, 19, desires situation with Chemist in Lancashire or Yorkshire; knowledge of N.H.I. and Private Dispensing, Photography, Window-dressing, Counter, etc.; good reference. Write 80/16, Office of this Paper.

JUNIOR Assistant; tall; energetic; good education and knowledge of Dispensing, Counter, Photography, etc.; excellent reference; disengaged September 28, 79/24, Office of this Paper.

JUNIOR, male (Part D), age 22½, height 5 ft. 11 in., seeks change; 6 years' experience, Dispensing, Counter, Photographic (3 years present berth); excellent character; London preferred. Bealby, c/o Gamble & Co., 4 Edwardes Terrace, Kensington Road, W.8.

LADY Assistant, unqualified; 10 years' experience; Window-dressing, Counter, (Primrose 2729), "P.", 4 Swiss Terrace, S. Hampstead, N.W.6.

LADY Dispenser, Hall experienced, desires part-time post. Ellis, 61 Glenholme Road, Hammersmith.

LADY Dispenser (Hall), Secretary, desires post with Doctor in October; 6 years' experience; East or South-Eastern district. 57/38, Office of this Paper.

LADY Dispenser (Hall) seeks post with Doctor, Chemist or Institution; good reference. Miss Molyneux, 64 Higher Drive, Farnley.

LADY Dispenser, qualified, also Hairdressing and Beauty Culture Diploma, desires post. 61/8, Office of this Paper.

LADY requires berth with Chemist; good appearance and address; 12 years' experience, Counter, Stock and Photography. A. G. Smith, 3 Richmond Crescent, Richmond Road, Barnsbury, N.

LADY, disengaged through re-arrangement; "not registered," good sound general experience and well recommended; used quick business and heavy hand; permanency accepted. "G.", 150 Scott-Ellis Gardens, N.W.8.

LADY or Relief; permanency in October; experienced; Dispensing, Counter, Windows, Prescribing; capable. Harries, 262 South Lambeth Road, S.W.8.

LADY or Manager; qualified; competent; reliable; over 20 years' experience, mostly West-End; disengaged September 21. "Pharmacist," 81 Camden Road, N.W.1.

LADY, qualified; retired Chemist; excellent references; any period; September 9. Flat 2, 6 Colville Mansions, Powis Terrace, Baywater, W.

LADY, qualified; experienced all round; good Dispenser; disengaged September 14 till September 21 and after October 5. "M.P.S.," 156 Lower Clapton Road, E.5.

MANAGER (qualified) desires position; fully experienced; accustomed to brisk trade and up-to-date business methods; Window-dresser, Prescriber, speciality Salesman; East, City, or East-End suburb preferred. 77/58, Office of this Paper.

MANAGER; view to succession or Partnership; age 30; married; well experienced all branches. 78/20, Office of this Paper.

M.P.S. as Locum for last fortnight in September; experienced. Apply Riggs, 14 High Street, Stony Stratford.

M.P.S. B.O.A., F.I.O., J.C.Q.O., expert business builder, will not neglect business on paying basis; disengaged September 20; ex-ownor; excellent credentials; 45. Write "Pharmacist," 69 Temple Row, Birmingham.

M.P.S., 27, disengaged 3 weeks, desires post as Manager; permanency; London. 77/8, Office of this Paper.

M.P.S., 26, seeks situation; South London preferred; energetic and abstainer. "Chemist," 25 Eardley Road, Greenwich, S.W.16.

MANAGER, qualified, also F.S.M.C., registered J.C.Q.O., own equipment, highest references, all-round experience, 6 ft., age 26, abstainer, neat appearance, keen business man, about to marry, requires permanent position, with living accommodation preferred. Proud, "Adderley," Albion Road, Broadstairs.

PART I Student, 24, good experience, requires home in exchange for services (or part-time post); free 6 p.m. and Sunday afternoon and evenings. 10 North Avenue, Ramsgate.

PART-TIME berth wanted, beginning October; age 25; passed Part I Minor, 8 years' general experience (4 years London), West, Bradenham House, Berton Road, Sheringham, Norfolk.

PERMANENT Maniship desired by experienced, qualified Chemist, disengaged Oct October, with view interest in business; Birmingham area preferred. 80/28, Office of this Paper.

QUALIFIED, also F.S.M.C., F.I.O., on J.C.Q.O., age 35, tall, teetotal, gentlemanly, 20 years' good all-round experience, seeks position as Assistant, Dispensing, Photographic, Counter, Optics, in London (S.E. preferred, but not essential); three evenings desired free from five; available middle September. Please state salary offered; references undeniable. Apply "Active," 81/14, Office of this Paper.

QUALIFIED Assistant, 23, high-class Dispensing and Counter experience, desires position. 81/16, Office of this Paper.

QUALIFIED, capable, well-experienced, London and Provincial, married, age 32; accustomed responsibility; disengaged September 23. Gregory, 44 Princes Road, Romford.

QUALIFIED, elderly, active, well educated; much experience; good Prescriber, Dispenser; now disengaged. 79/31, Office of this Paper.

QUALIFIED (July) requires post as Assistant; capable of taking charge; 8 years' experience, Dispensing, Counter, Photographic and Window-dressing; Birmingham or district; available September 23. Address 76 Fox Hollies Road, Birmingham.

QUALIFIED (lady), 26, seeks position as Manager or Assistant; genuine hard worker; trustworthy; keen business intellect; thoroughly trained; 7 years' experience, Counter, Dispensing, Photographic, Window-dressing, Stock-keeping; London, radius 30 miles. 79/36, Office of this Paper.

QUALIFIED; male; 21; Scottish; good appearance; accustomed quick cash trade and large Panel Dispensing; free October 5. "Zingiber," 80/20, Office of this Paper.

QUALIFIED, middle-aged, physically fit, with wide experience, seeks situation as Manager; present position 3½ years; competent Dispenser; free September 8; moderate salary. Skat, 119 E. Dulwich Grove, East Dulwich, S.E.22.

QUALIFIED Manager; 52; excellent references; energetic. Bidie, 206 Jeffcock Road, Wolverhampton.

QUALIFIED; present Manager; age 26; tall; experienced all branches; sound references; Liverpool or Manchester. 83/14, Office of this Paper.

QUALIFIED—Young Scot, married, requires Maniship, preferably with house attached; excellent references and experience. P.C.B. 63/28, Office of this Paper.

QUALIFIED, young and ambitious, desires situation with view to managing; Potteries preferred. 82/3, Office of this Paper.

QUALIFIED, 25, 8 years' high-class London, provincial and Continental experience, seeks post, preferably West-End or City; good appearance and address. "M.P.S.," 79/35, Office of this Paper.

UNQUALIFIED Assistant; good all-round experience; excellent Window-dresser; age 19½. Write 80/34, Office of this Paper.

UNQUALIFIED Assistant, just over 30 years, requires good berth; general experience; trustworthy; good references. Full particulars, please, to T. Lloyd, "Beeches," The Crescent, Seaborne, Skegness, Lincolnshire.

UNQUALIFIED gentleman; Dispensing, Counter, Photographic and Agricultural experience; reliable; West Country. 78/11, Office of this Paper.

UNQUALIFIED, 40, single, energetic, desires change, town to country; varied experience; good on Counter; reasonable salary. Full particulars, 75/19, Office of this Paper.

UNQUALIFIED, 23, desires permanency; excellent experience in all branches; good Salesman and careful Dispenser. "Reliance," 90 Bovill Road, Honor Oak Park, S.E.23.

VERY good all-round experience; excellent references; unqualified; 26; tall; any position, anywhere; free September 16. 81/35, Office of this Paper.

WOMAN Dispenser (Hall Certificate). Dispensing and Retail experience (3 years), requires post early in October; London or elsewhere. 74/35, Office of this Paper.

WEST RIDING—Young qualified Manager desires more progressive post; partnership or succession considered; pay out of profits; capable staff and business opportunities; display expert; customer finder; possessing "personality." 80/40, Office of this Paper.

WHOLESALE.

A FIRST-CLASS Representative, with sound connection Chemists, Hairdressers, Stores, Wales and Western Counties, is open to carry a non-competitive line; main or side; big returns call for big money. 81/4, Office of this Paper.

A REPRESENTATIVE, with exceptional records and sound connection London Chemists, Hairdressers and Stores, desires change, live Proprietor or Sundries House; good results assured to right firm; undeniable references; own car; salary and commission. 79/37, Office of this Paper.

ADVERTISER, keen, ambitious, with ability, 15 years' first-class Retail experience, highest references, seeks position as Salesman-Representative known house; expenses and commission basis; car driver; any territory. "London," 74/13, Office of this Paper.

ALL DRUG AND CHEMICAL WORKERS

should join at once

THE NATIONAL UNION OF DRUG & CHEMICAL WORKERS

(Incorporating the National Association of Chemists' Assistants)

BENEFITS: Trade Protection—Legal Aid—Unemployment

Benefit—Free Use of Employment Bureau

Write for particulars:—ARTHUR J. GILLIAN, Gen. Sec.
149 Newington Causeway, LONDON, S.E.1

AN experienced Representative, sound connection South, South-East Coasts Chemists, etc., desires position leading house; all-round experience Drug, Sundries and allied trades, propaganda work; salary, commission, expenses. 81/5, Office of this Paper.

AN experienced Representative, with thorough knowledge of Drugs, Sundries, Dressings and all Chemists' requirements, desires position; salary, commission, part expenses; good London and country connection; highest references; excellent sales record. Write "Traveller," c/o Slingsby, 106 Queen's Road, Wimbledon.

AS Buyer; over 20 years' exceptional experience in purchasing and exporting to Australia, Drugs, Chemicals, Sundries, Surgical, Chemical Apparatus, etc.; can handle indents from receipt to despatch. "C. W.," P.C.B. 64/5, Office of this Paper.

B.P. PHARM. (lady) desires post in Laboratory of Manufacturing Chemist. Please communicate 77/2, Office of this Paper.

DRUGGISTS' and Surgical Sundries.—Position required as Stock-keeper, etc.; age 25. Write 79/32, Office of this Paper.

ENERGETIC young man (Irish), 5 years' experience, Manufacturing and Retail firm, has represented same, desires to represent first-class house (Ireland preferred); Public School education; drive any car; salary, commission and expenses. Write 79/25, Office of this Paper.

FOREWOMAN; disengaged; used to controlling large staff; good experience labelling, wrapping, etc.; good knowledge of Southall Smith filling machines; excellent references. "M. B.," 47 Lowden Road, Herne Hill, S.E.24.

GENTLEMAN, experienced, speciality work, Doctors, Dentists, willing represent, part-time; basis, salary, expenses; highest references. 75/22, Office of this Paper.

GENTLEMAN, educated, good address, unqualified, 35, married, 20 years' first-class Retail experience, seeks situation in Wholesale; can sell outside; would travel provinces; own car; good references. 80/25, Office of this Paper.

LONDON Representative desirable position with reputable firm; experienced in handling all lines appertaining to Chemists; own car; disengaged. 81/70, Office of this Paper.

M.P.S. desires change from Retail to Wholesale, Manufacturing, etc.; fair knowledge of French, also a little German. Apply 76/17, Office of this Paper.

PERFUMERY; SOAPS.—Practical man, all-round experience, Creams and Powders speciality, open for engagement; capable buyer; control staff; excellent references; well up in modern equipment. "Sapo," P.C.B. 64/2, Office of this Paper.

QUALIFIED, age 26, 8 years' sound experience Retail, desires position with prospects, preferably as Representative with Wholesale House. Write "W. H.," c/o Liddell, High Street, Buxton, Derbyshire.

REPRESENTATIVE, aged 32, own car, resident Hampshire, with splendid connection among Chemists and Hairdressers in South and South-West England, places his services at the disposal of a first-class house, on salary, commission and expenses basis. 81/2, Office of this Paper.

SALESMAN, 30, wishes represent well-known house; excellent references; really good connection with Wholesale and Retail Chemists in Lancashire, Cheshire, North Wales; disengaged; drives car; 10 years' experience. 80/24, Office of this Paper.

SMART qualified man, age 28, with London, Continental and American Retail experience only, desires position as Representative; well educated and good appearance; hard working and ambitious; interview arranged. 81/120, Office of this Paper.

TRAVELLER, 28, steady, reliable, desires permanent and progressive representative post with well-known, well-established house; conversant with Pharmaceutical and Proprietary trade; 10 years' experience; valuable Chemist connection in Hants, Dorset, Wilts, Somerset, Devon, Cornwall; own car; disengaged shortly; salary, commission, expenses. 79/27, Office of this Paper.

YOUNG man, age 30, with 12 years' Retail Drug experience, seeks help as a Traveller for good firm; salary and commission; excellent references; disengaged. "W.," 50 Manchurch Road, Westside, Clapham Common, S.W.11.

Printed for the Proprietors by THE AVENUE PRESS (L. UPOORT by the Proprietors, Morgan Brothers (Publishers), Ltd., at 42 Cannon Street, in the City of London.—Sept. 7, 1929. [8 8]

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YOUNG man, 7 years' experience in Wholesale and 4 years' indentured apprenticeship, desires progressive post; experience in all departments; could take position as Representative.

YOUNG man, 25, unqualified, with good Retail experience only, seeks position as or with a view to becoming Representative of reputable Wholesale House; interview desired on Wednesday to end of September, when disengaged; excellent references; would buy car if necessary. 80/55, Office of this Paper.

(COLONIAL, INDIAN AND FOREIGN.)

GENTLEMAN, with established connections all over India, desires post as Representative (salaried) with first-class house dealing in Drugs, Chemicals and Pharmaceutical line. Apply in first instance to L. A. Stronach & Co. (India), Ltd. 27, Chandni Bazar, S.W.2.

QUALIFIED Assistant, 23, high-class Dispensing and Counting experience, position, Paris, Riviera. 12 Gordon Street, Alderley Edge, Manchester.

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SOLID mahogany nest of 44 Drawers, 12 ft. x 3 ft. x 1 ft. 6 in. with shelving arrangement on top; first cheque £16 10 secures a genuine bargain. 72/6, Office of this Paper.

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CHEMISTS' FITTINGS.—Silent Salesman Cases, Dughttins, Wallcases, Dispensing Screens, glass-front Counters, Pump Cases, Window Enclosures, Glass Shelves, Mirrors, Counters, Drawers. Before you decide send to GEORGE COOK, the well-known Chemists' Fitter, 27 Macclesfield Street, City Road, London, E.C.1.

FRENCH and German Translations rendered accurately and promptly; chemical prospectuses, etc., receive special care and attention; terms moderate. Apply MISS E. LOAD, 19 Parsons Green, S.W.6.

LIVERPOOL CHEMISTS' FITTERS.—A Chemist's Shop, our showrooms, fully fitted, including metal front windows, etc., and window enclosures. No chemist should miss this Exhibition. 40 pages Illustrated Catalogue on request. MATTHEWS & SON, Shop Fitters, 14/16 Manchester Street, Liverpool. Established 1848.

SECOND-HAND CHEMISTS' FITTINGS.—We have an exceptionally fine selection of these in all sizes; prices are right and goods are in first-class condition; we shall be pleased to supply particulars and prices. Call or write, RUDDUCK & CO., 219 Old Street, London, E.C.1.

SET OF MAHOGANY FITTINGS, excellent condition, 10 ft. Drug Run, 50 drawers (glass knobs and labels), 10 ft. glass-fronted Counter, 8 ft. Wall Case, 6 ft. Dispensing Screen, Perfumery Case and Desk. Full particulars and prices on request. E. BERG, LTD., 350 Old Street, London, E.C.1.

£76—6 ft. DISPENSING SCREEN, 6 ft. Wall Case, 6 ft. Drug Fitting, 40 pages Illustrated Catalogue on request. PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, London, E.C.1. "Pharmacy Fitters for over 60 years."

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CHEMICAL BALANCE, with metric weights complete. Who offers? "Chemist," 13 Conyer Road, Parsons Green, S.W.6.

THREE PEAR-SHAPED CARBOYS, cut stoppers, 26 in. high, perfect condition, 10s. each, carriage forward, or less for lot. The Bromo-Phosph Co., 39 Market Place, Barnet, Middlesex.

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10	" 30 " Coloc. et Hyoscy. B.P.	@	1	10 0 9 7
10	" 269 " Little Liver	@	5	10 0 4 7
10	" 104 " Rhei Co. B.P.	@	7	10 0 6 3
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